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THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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VOL. XXXIV.

CHICAGO, ILLINOIS, NOVEMBER 15, 1915.

No. 5.

One Dollar Per Annum.
SINGLE COPIES, TEN CENTS

Finley Barrell & Co.

GRAIN and PROVISIONS

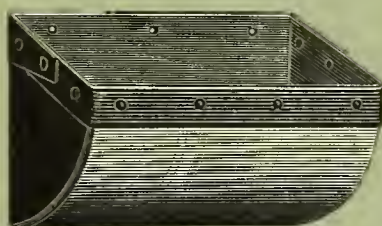
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CHICAGO

EVERYTHING FOR THE ELEVATOR

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Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature. 1915 wheat and provision circulars on request. Investment inquiries in wheat, corn, oats, provisions, cotton securities, cotton oil, answered by mail or wire. Estab. 28 years. E. W. WAGNER & CO., 208 So. La Salle St., Chicago.

LETTER

The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW.

Price \$10.00
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Ship your grain to us.

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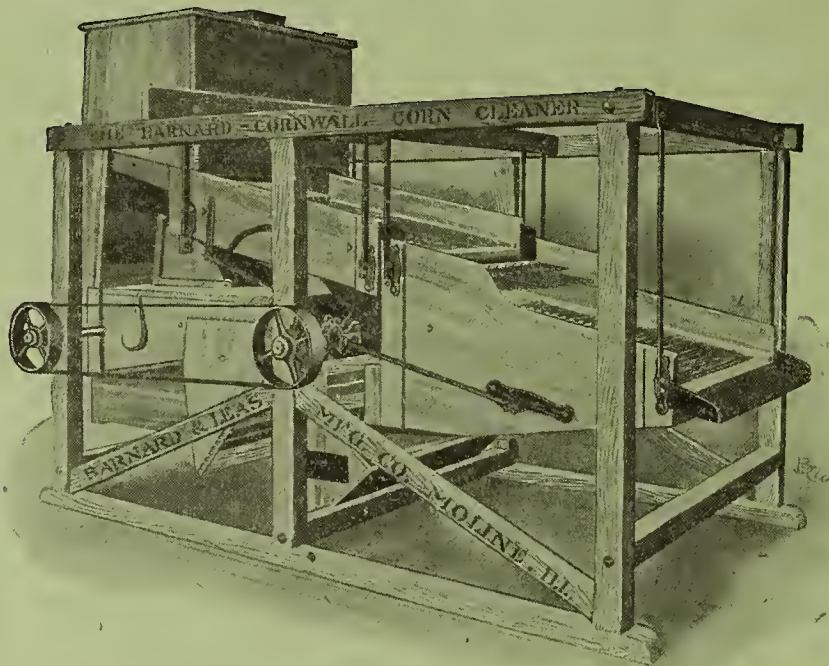
The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counter-balanced shaker, two air separations and the latest style feeder.

*The First
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Corn Cleaners*



*Always
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in Capacity,
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The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

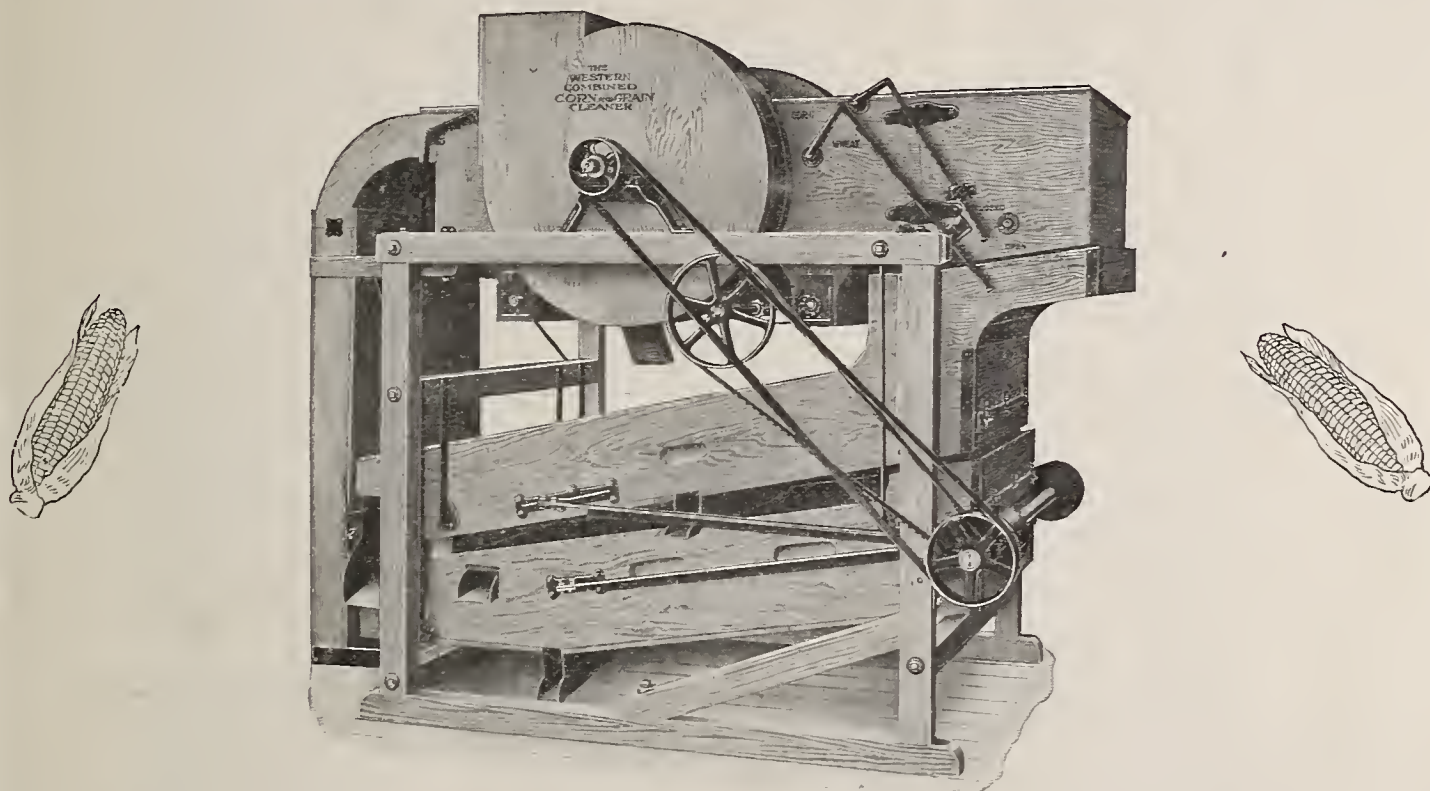
Install these machines and be ready for the new crop.

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**MILL BUILDERS AND
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Here You Have It, All in One And Guaranteed Without Limit

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Its Exclusive Features are Found in:

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- The ring oiling type of bearings for the fan and main crank shaft;
- The arrangement and operation of the two large fans producing currents of greater or less strength for perfect cleaning and making it an absolutely dustless machine;
- And last, it's 30 day trial guarantee are features that make the Western Combined Corn and Grain Cleaner 100 per cent efficient, features that should appeal to every elevator operator who is interested in reducing his operative cost. Are you interested?

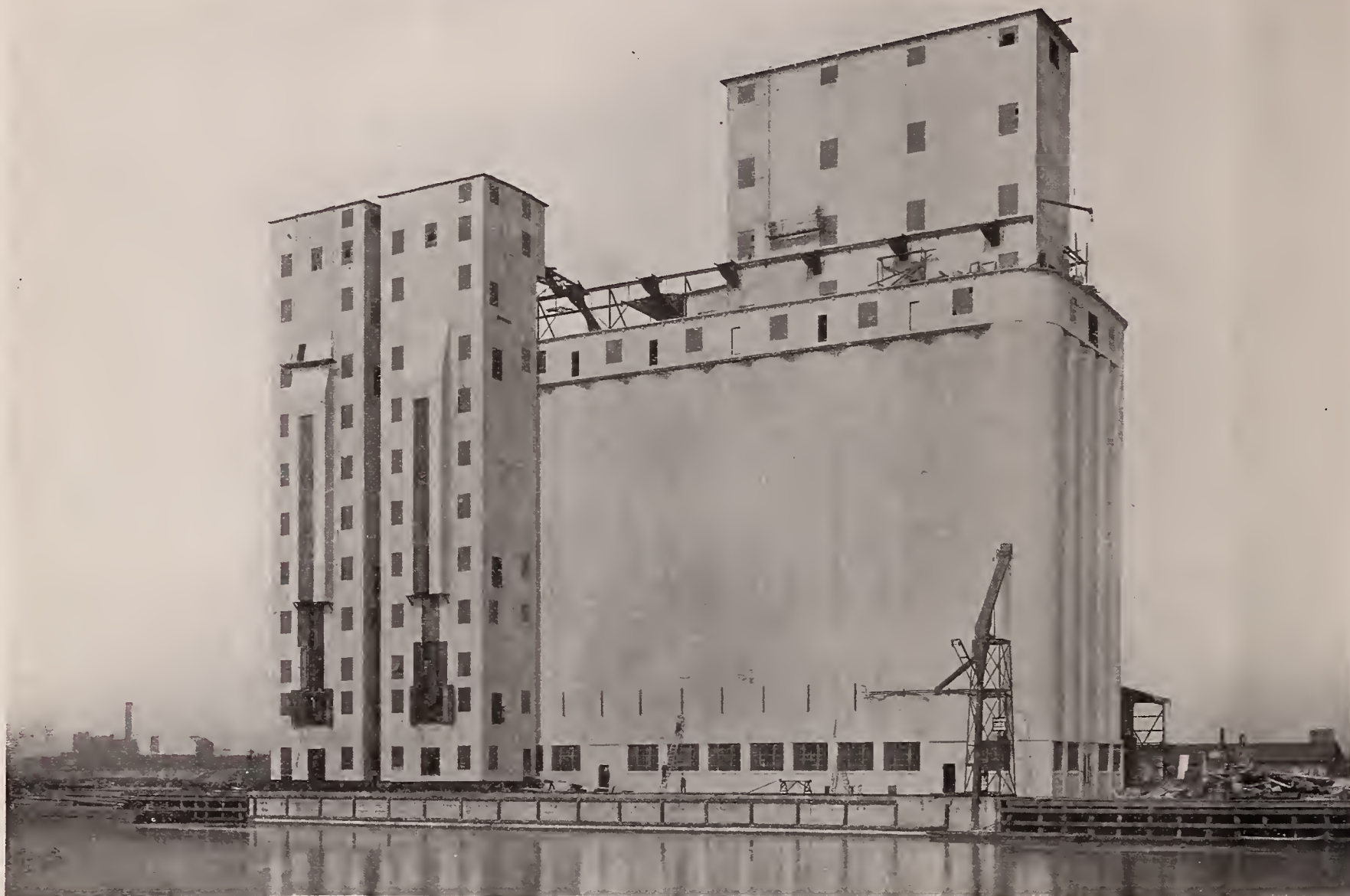
IMPORTANT—Don't fail to write us at once for prices and detailed description of this wonderful cleaner. It will prove a source of profit to you.

UNION IRON WORKS

Decatur, Illinois, U. S. A.

Manufacturers of the famous Western Line of Shellers and Cleaners.

Another Million Bushel Concrete Elevator Added to the Numerous "Monarch Built" Elevators



The 1,000,000 Bushel New Concrete Elevator at Buffalo, N. Y.

Let Us Set You Right on "Monarch Modern Construction"

Our many years' experience and thorough knowledge of the requirements of a modern grain elevator for the rapid and economical handling of grain has made "Monarch Designed" and "Monarch Built" elevators the most complete, economical and efficient plants erected today.

Another important feature of "Monarch Built" grain elevators and storage is the record breaking time, considering engineering problems to be solved, in which the work is completed. This is shown in the New Concrete Elevator, illustrated herewith, which was completed and put in operation within six months after work was started.

When you place your contract for a grain elevator you want to be assured that the purposes for which you build will be carried out to the slightest detail. We know how to build your elevator, any capacity, any arrangement. Write us your needs.

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MONARCH ENGINEERING COMPANY BUFFALO, N. Y.

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MONARCH ELEVATOR
WHEELER ELEVATOR

KELLOGG ELEVATOR
GEO. J. MEYER MALTING CO.
CONNECTING TERMINAL ELEVATOR

BUFFALO CEREAL CO.
SUPERIOR ELEVATOR

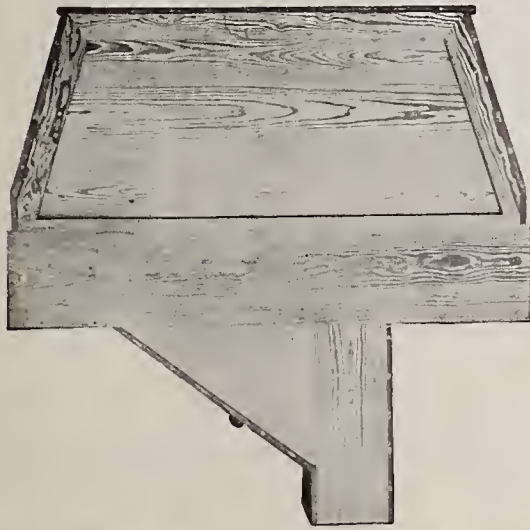
Judge Your Purchases by the Service They Give

Before making further improvements and further purchases for new equipment such as Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Elevator Boots and Heads, Loading Spouts, Power Transmission Machinery, or anything in the line of grain handling machinery, make a thorough investigation and see that they are of a type that year in and year out under all conditions they will assure a service that will prove reliable, dependable and economical. Such assurance we give you in

The Sidney Line

The Most Complete Elevator Equipment on the Market Today.

The Sidney Wood Elevator Head, with or without Take-Up Boxes, some prefer to have



The Sidney Wood Elevator Head
without Take-up Boxes

the take-up on the elevator head in preference to boring same in the Boot, are made of the very best kiln dried lumber to meet the requirements of the grain elevators. They are dustless, glued and thoroughly screwed, and are made for any size pulley or cup, and designed so that the top is easily removed if necessary to get to the pulley. Here is a device no elevator should be without.

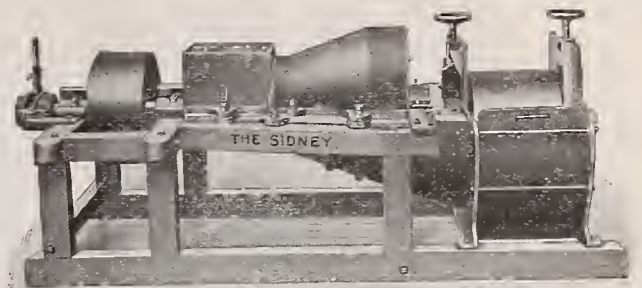
The Sidney Corn Sheller and Elevator Boot Combined, with Take-up on Boot as illustrated above, is designed for the convenience of grain elevator operators who wish to avoid pits and do not favor a Fan Sheller. No expensive hopping under the Sheller to the Boot required. No danger of Sheller choking, or corn flying into your Boot pulley. No fan to blow dust up the elevator legs. Boot shaft is entirely independent of the Sheller shaft, is made to fit any size cup. Pulley can run in either direction. The end plate in boot is removable and provided with hand hole in case of choke-up in elevator. Additional features are found in our catalogue. Investigate before ordering.

Important—In order to profitably handle your share of this year's splendid crop it is necessary to be equipped with grain handling machinery that assures you dollar for dollar in return. Write for prices and further information also for our catalogue covering the complete "Sidney Line" with endorsements and unsolicited comments by Sidney operators. A postal will do.

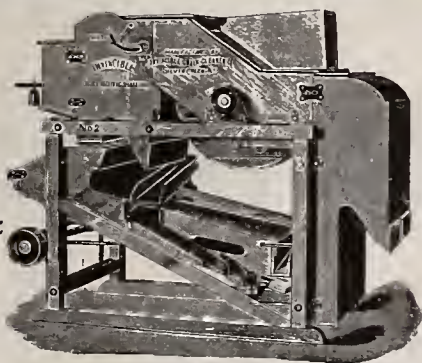
The Philip Smith Mfg. Co.,

Sidney, Ohio

A Complete Stock of the Sidney Line is at Enterprise, Kansas



The Sidney Corn Sheller and Elevator Boot Combined, with Take-up on Boot



Runs Without A Jar

When properly braced. That explains the popularity of the

Invincible Double Receiving Separator

The solid shoe cuts down the price of this machine without impairing the steadiness and smoothness while in motion. Don't worry about dirty grain when one of these machines is working for you. They are equipped with 3 runs of screens, perfect ventilation, and are designed to remove all loose foul material. Extremely economical in upkeep.

Write for prices and particulars.

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*Analyzes as High as
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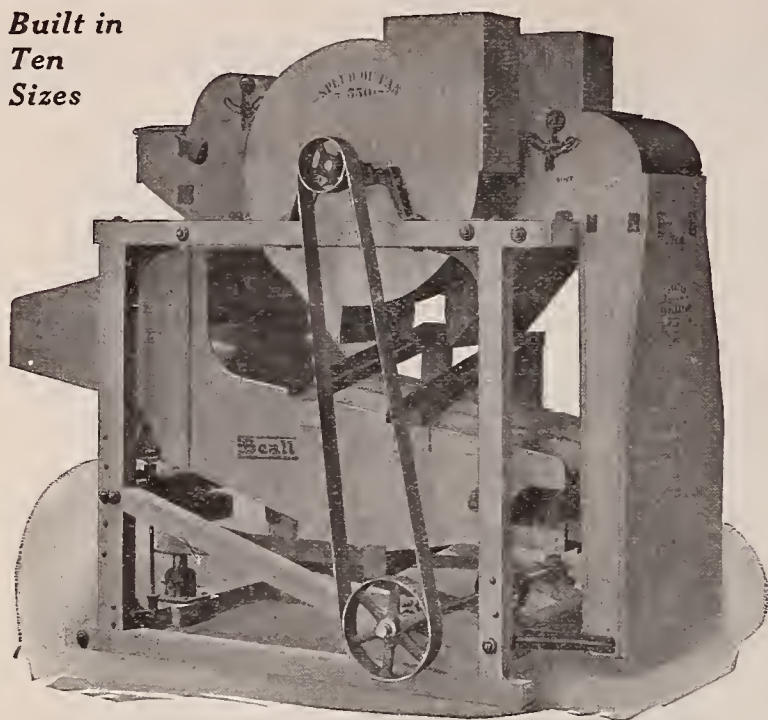
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Every Inch a Separator

The New Beall Rotating Warehouse and Elevator Separator stands out among the different types of separators on the market today as the most attractive and best buy in grain separators and grain cleaners. The New Beall is a separator of economical and reliable service that year in and year out assures you in return dollar for dollar on the investment.

It's the Master Separator of Them All

Guaranteed Without Limit

The New Beall Separator is the result of years of experience by the pioneer manufacturers of milling and grain elevator machinery. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
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The separator is extremely simple in design, built very strong, is thoroughly braced and will not rack.

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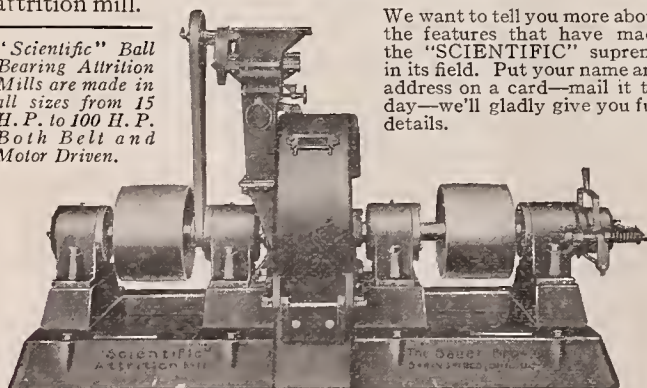
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Choosing the right attrition mill is a big problem. They all look much alike on the surface, but there's a big difference underneath—a difference that means dollars to you. Steady, dependable service is assured when you

Grind It the "Scientific" Way

The "SCIENTIFIC" BALL BEARING ATTRITION MILL is built of materials proven best by years of use—designed by men who have devoted a lifetime to the improvement of this class of equipment. Its construction insures durability. The plates on the "SCIENTIFIC" are always in perfect tram. The Ball Bearings are dust proof and oil tight. No dust can work into the bearings and no oil can work out. You can grind 40 to 50 per cent more feed with the same power you are now using and show a saving of 90 per cent in your lubricating costs. These are advantages to consider in buying an attrition mill.

"Scientific" Ball Bearing Attrition Mills are made in all sizes from 15 H. P. to 100 H. P. Both Belt and Motor Driven.



We want to tell you more about the features that have made the "SCIENTIFIC" supreme in its field. Put your name and address on a card—mail it today—we'll gladly give you full details.

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HEWITT Elevator Belts

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feet of our Guaranteed Grain Belt installed in the Argentine Elevator of the Atchison, Topeka & Santa Fe Railway Company.

4154

feet being used in the new concrete elevator of the Eastern Grain, Mill and Elevator Corporation, at Buffalo, New York.

We have one of the best equipped chemical laboratories in the world, which is at the disposal of our customers to carry on experiments to furnish treated belts to meet any difficult chemical condition.

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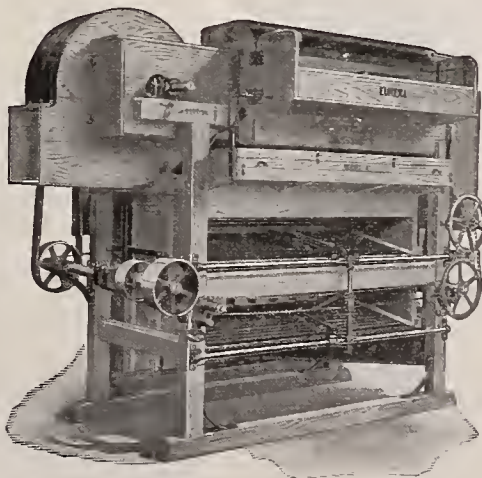
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LET US TELL YOU HOW TO GET RID OF THEM.

The Spaulding Elev. Co.
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"We were able to clean grain which originally had 6 lbs. of wild oats to each bushel, down to one pound in one operation."



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Transfer Elevators Terminal Elevators Country Elevators



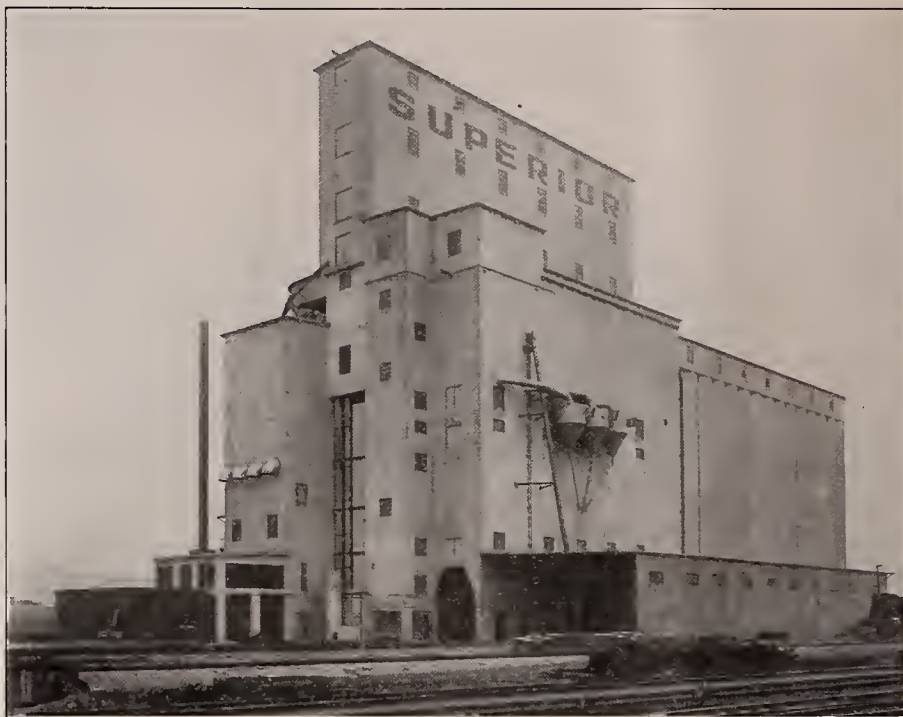
Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co.
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Macdonald Engineering Co.

Monadnock Building, CHICAGO, ILL.

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Storage capacity 1,500,000 bushels, with complete equipment for receiving grain from boats or cars, and for cleaning, drying and bleaching grain.



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We prepare plans and make lump-sum price for the complete work.

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Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity,
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We Build Reinforced Concrete Structures of all Types
**Grain Elevators, Mills and Industrial
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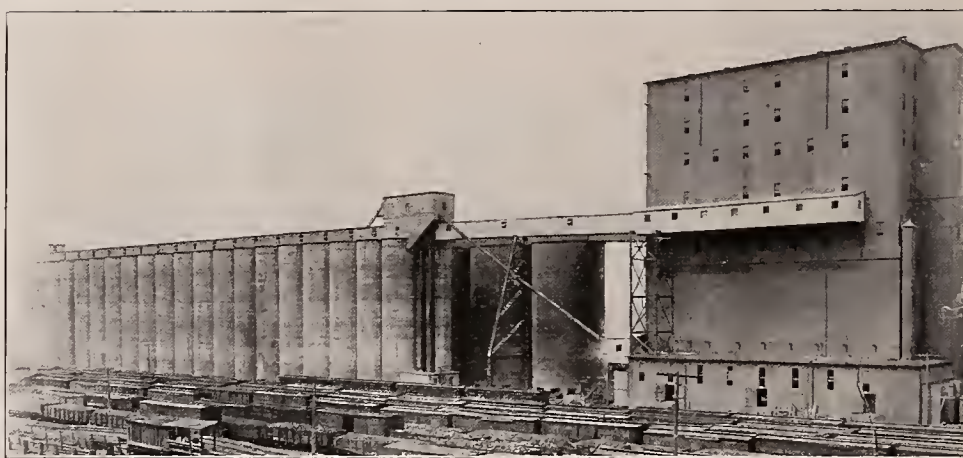
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1,250,000 bushel addition to Kansas-Missouri Elevator at Kansas City, Mo.

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ALL STEEL

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One Million Bushel Fireproof Terminal Elevator

FOR THE
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JAMES STEWART & CO., Inc.
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

"When Better Elevators Are Built—
BURRELL Will Build Them"



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Builds
Best
Buildings**

For
Grain Storage
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Plans, Estimates of Cost, Grain
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We Build Elevators That Last
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Booklet 17-B.

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Grain Elevators, Flour Mills and Heavy Structures

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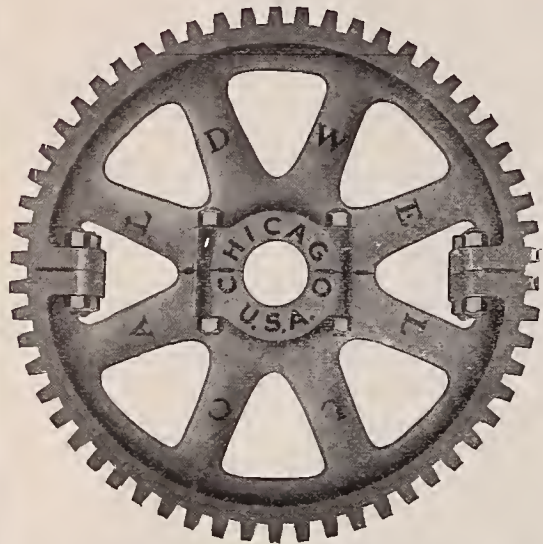
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The increasing sales on Constant Equipment and U. S. Shellers and Cleaners is Constant efficiency.

Try Constant Equipment for efficiency and prosperity.



Constant Safety
Man-Lift

The Constant Safety BALL BEARING MAN-LIFT

The most satisfactory connecting link between Cleaner and Sheller.

Best made. Easiest and safest.
Adjustable Brakes, which we guarantee.

State distance between floors and get our NET PRICE.

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Fan Discharge, over or under,
right or left hand.
Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
Quickest and Cheapest Repaired
of any Sheller on the market.



U. S. Corn Sheller

Write for catalogue containing the complete line of Constant grain handling machinery including complete elevator equipment. IT IS FREE.

B. S. CONSTANT MFG. CO.

Bloomington, Ill.

Here's what they all say

"Experience! Experience!! That's what counts with me! I don't give a continental for the rubber in this or the leather in that —what's in the thing or what's behind it. Put a belt on those pulleys that will carry grain till the cows come home."

And

GOODRICH Grain Belts

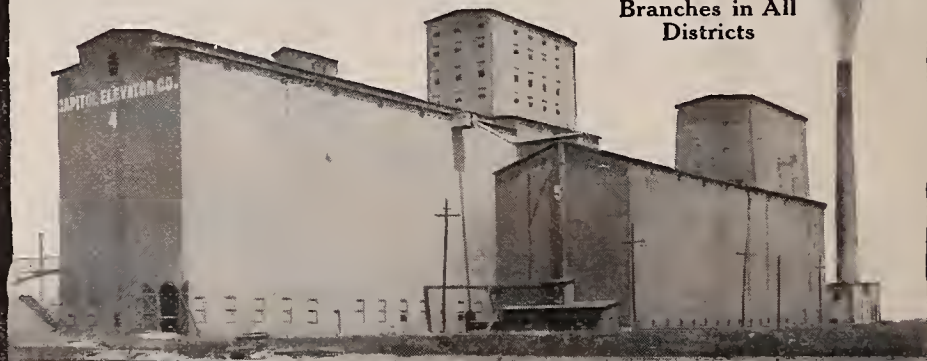
are doing just that—putting the rush flow of grain into the bins without a stop—right in the plant below.

Re-equip with Goodrich. They'll do the same for you.

The B. F. Goodrich Company

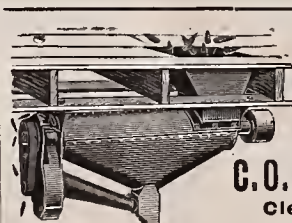
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DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation Nickel-plated protector, \$1, postpaid. Circular free.

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Power
Corn Sheller**
C. O. Bartlett & Co.
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Reliance Construction Company

**Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

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INDIANAPOLIS, IND.

FUMIGATION METHODS

By W. G. JOHNSON

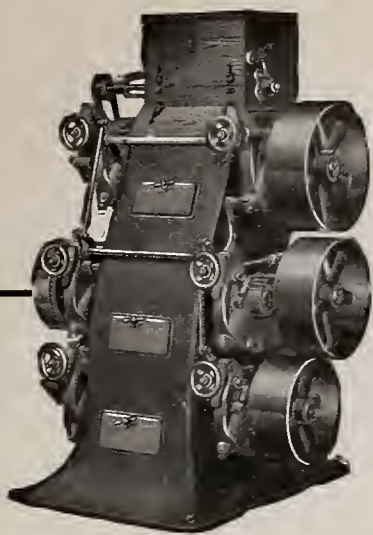
Contains full directions for Fumigating Mills and Elevators.

318 Pages

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You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
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Everything
for the
Modern
Mill

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INDIANAPOLIS, IND.

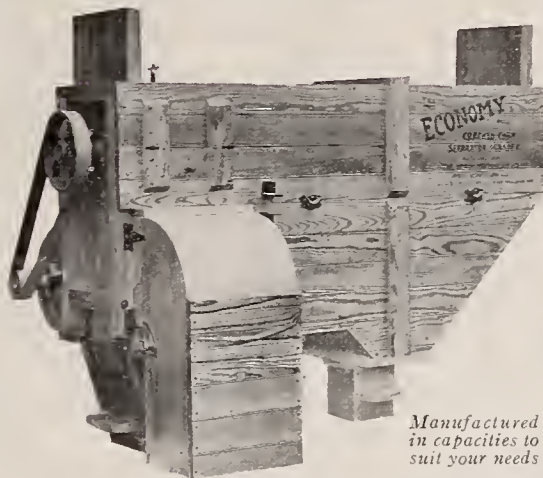
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You can secure better prices by giving better values.

Millers and feed dealers just entering the poultry feed field are astonished at the ever increasing demand for good, clean feed.

Take advantage of our free trial offer of an—

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Far less in first cost—requires practically no more power than you are now using—and guaranteed to make cleaner, more thorough and more uniform separations than you thought possible.

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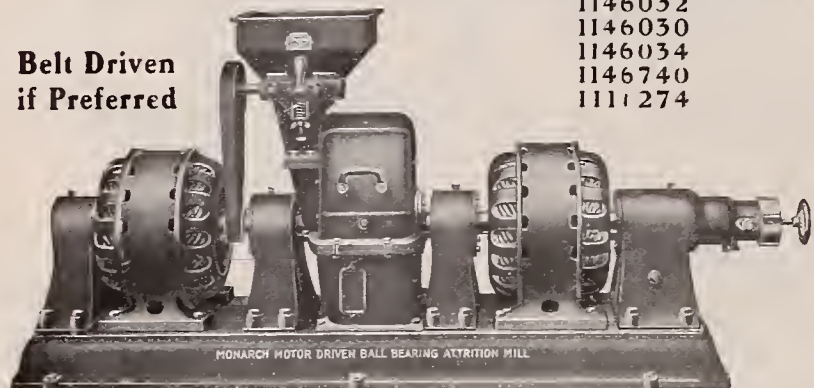
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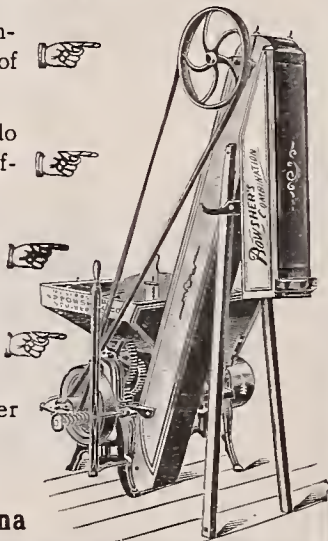
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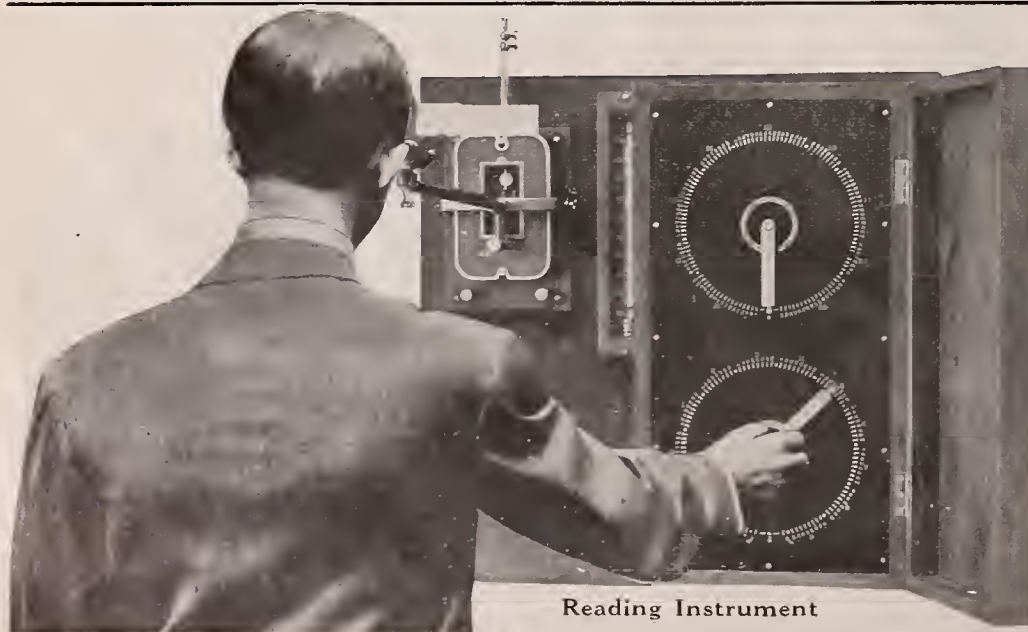
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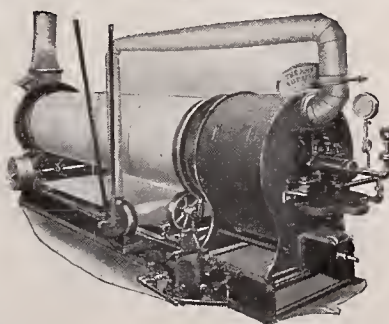
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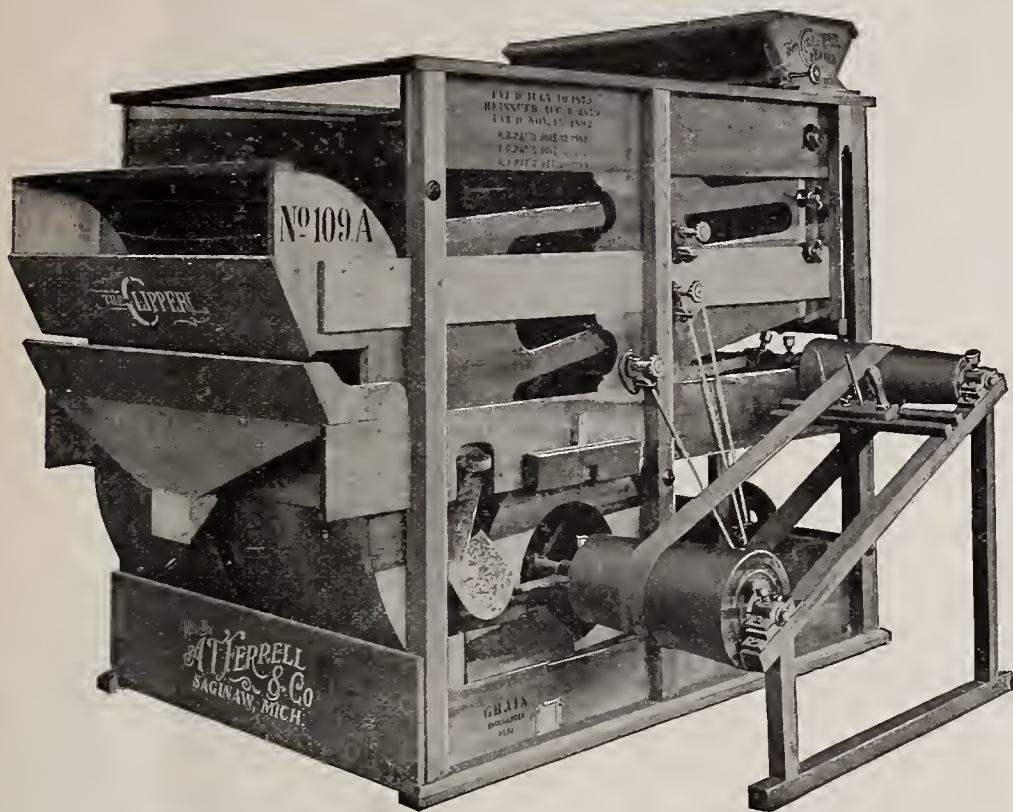
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ELEVATORLocated on Buffalo River. Can un-
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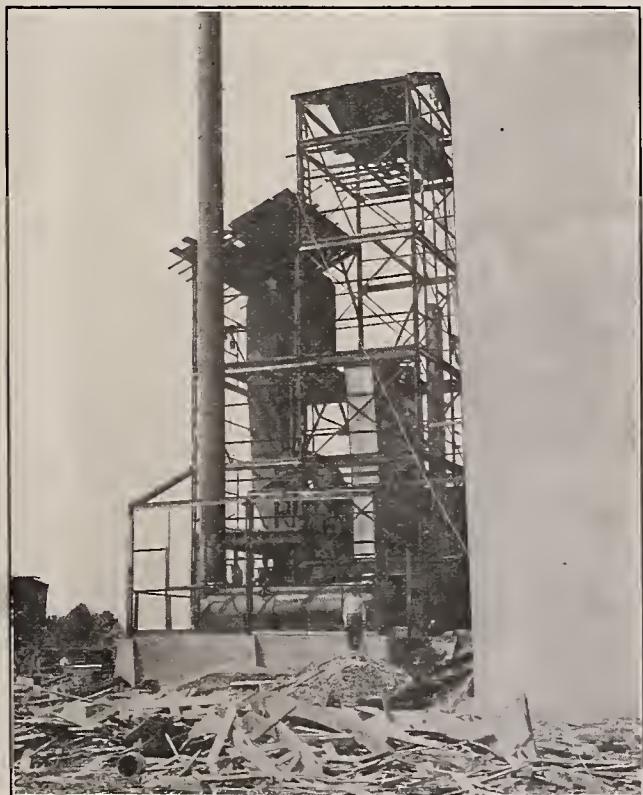
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Scott County Mfg. Co., Oran, Mo.
Union Terminal Ry., St. Joseph, Mo.
Chicago & Alton Ry., Kansas City, Mo.
Goemann Grain Co., Mansfield, Ohio

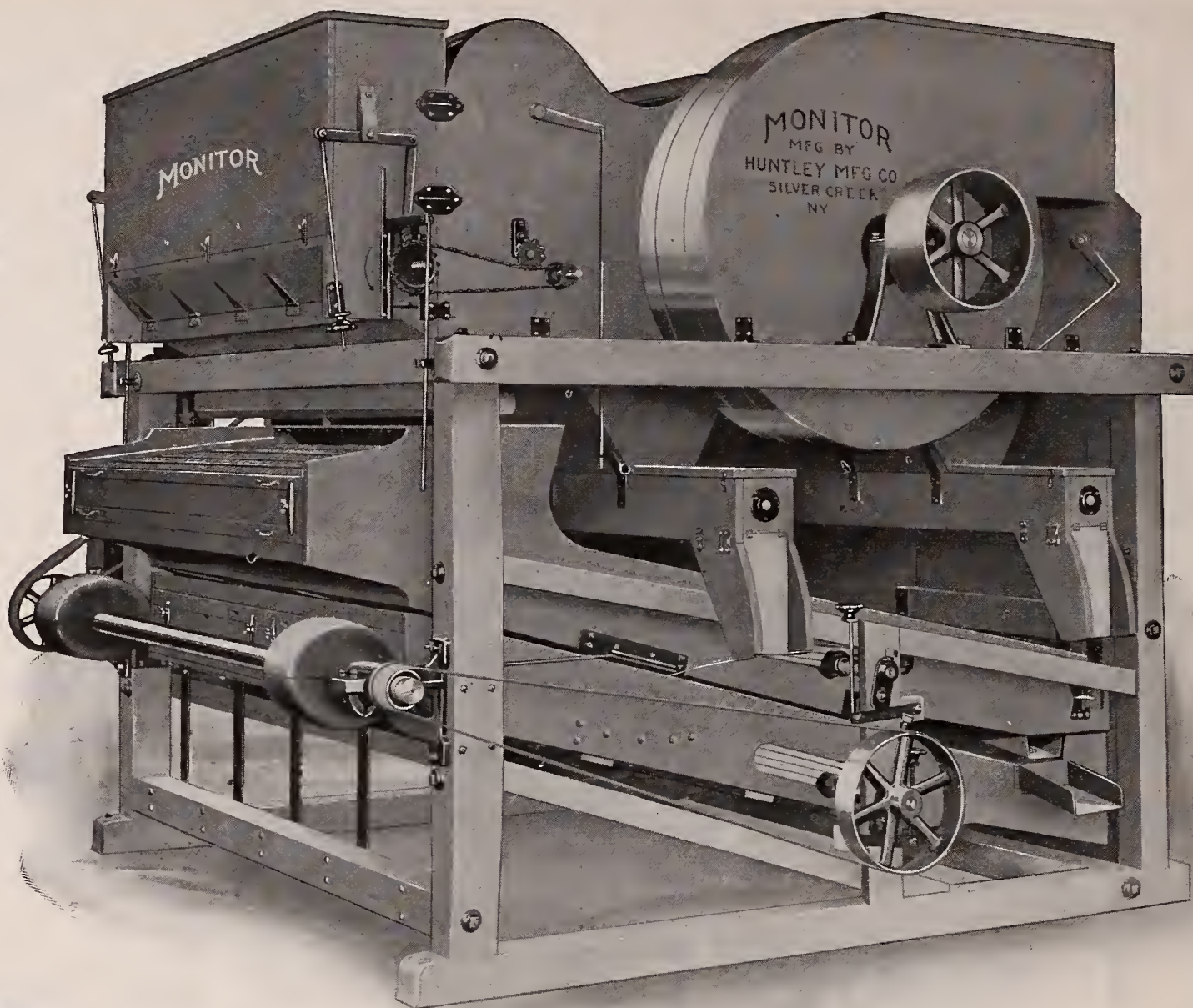
NOTE: The above list does not include any machine of less than 750 bushels per hour capacity. We have also received contracts for, or installed, during the past two months the following list of machines having a capacity of more than 250 bushels per hour.

Exchange Elevator Company, Pittsburgh, Pa.
Globe Elevator Co., Buffalo, N. Y.
Bole Grain Co., Fort William, Ont., Canada
N. M. Paterson & Co., St. Boniface, Man., Canada
N. M. Paterson & Co., Fort William, Ont., Canada
Wadsworth Feed Co., Warren, Ohio
Blackwell Mfg. Co., Blackwell, Okla.

NOTE: The above lists do not include a number of driers of smaller capacity and coolers which have been sold by this company in the above specified time.

The Ellis Drier Company

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GRAIN DRIERS CHICAGO OAT BLEACHERS

*Monitor***America's
Master Cleaner****Several Patents—****Automatic
Receiving Separator**

A Saving on every bushel of grain it handles

Actual performance by several hundred of these Separators during a period of several years and under all conditions demonstrates conclusively that this automatic type of "Monitor" cleans easier, more uniformly, with less up-keep and maintenance expense and with decidedly less shrinkage loss to the user than any Separator in the world. Some bold statement. Back of it is proof of the kind you or our competitors cannot get by. Scores of users of this Automatic "Monitor" thought they were cleaning well, had an idea they were cleaning closely as to expense, etc., with other Cleaners—they come to a very decided monetary advantage to themselves by actual trial of this machine. Honestly, you cannot afford to use some other Cleaner. Just give us a chance to prove it.

What it is and how it is made, of course, will interest you. We mention briefly the following outstandingly prominent features: Automatic under-the-sieve cleaners; our exclusive style of automatic patented, disc-oiling eccentrics (mounted in dust-proof, fire-proof hoods); one-over-the-other self-balancing shaker drive; heavy duty, deep reservoir, self-oiling bearings (ball bearings for fan shaft when preferred); adjustable gate working in connection with revolving force feeder; patented stream spreading devices; patented internal air equalizing regulators; patented escapement gates; exclusive type of interchangeable screen arrangement; distinctive design of deep settlings chambers; accessibility of incomparable character; outside, low speed fans; heaviest built, yet the lightest operating Receiving Cleaner in the World—capacity and quality of work considered.

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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

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Established in 1882.

VOL. XXXIV.

CHICAGO, ILLINOIS, NOVEMBER 15, 1915.

No. 5.

The New Concrete Elevator at Buffalo

Several Records Fall in Connection with Elevator Recently Completed for the Eastern Grain, Mill and Elevator Corporation—New Million-Bushel House is Credited with Being the Fastest Loading and Unloading Elevator in the World

THE completion of the Concrete Elevator at Buffalo has added to the facilities of the Port of Buffalo, an elevator whose records for unloading grain from vessels and loading into cars, it is declared, have been unequaled by any other elevator ever constructed.

The Concrete Elevator was built by the Monarch Engineering Company of Buffalo for the Eastern Grain, Mill & Elevator Corporation, and is the result of the latter company's policy of development of its facilities in the Buffalo market. The Eastern Grain, Mill & Elevator Corporation also owns and operates the Iron Elevator, which is the largest all-rail elevator in Buffalo.

The Concrete Elevator, as the name indicates, is constructed of reinforced concrete, and is located on the Buffalo River, midway between the

Farmers' Point Turning Basin and the New York Central bridge. It is equipped with two movable marine towers, which operate over a solid concrete dock. There are three loading tracks on the opposite side of the elevator, two of which are equipped so that the elevator can unload grain from cars as well as lake and canal boats. The elevator is so equipped that two cars can be loaded on each of the three tracks at one time; or all-rail grain can be unloaded on two tracks while loading is being done on one track, or unloading can be done on one track while loading is being done on two tracks. Adjacent to the elevator are tracks of the New York Central Railroad that are used for the storing of empty cars to be loaded at the elevator or loaded cars to be unloaded. This trackage will be of sufficient size so

that there will be no delay in either loading or unloading. The dockage facilities at this elevator are such that while one boat is being unloaded, another can be docked, awaiting her turn.

The Concrete Elevator has made phenomenal records in the handling of grain since it has been in operation. During the month of October, the elevator unloaded from lake vessels a total of 6,200,000 bushels of wheat, this being greatly in excess of any other elevator at Buffalo. During the first week there were 2,300,000 bushels of wheat unloaded, 1,070,000 bushels of which were unloaded in 40 consecutive working hours, including the cleaning up of three vessels, and 700,000 bushels were loaded into cars during the same time. For that week 55 grain scoopers working at this elevator made a net earning of \$102 each, this being



THE NEW CONCRETE ELEVATOR, BUFFALO, N. Y., OWNED AND OPERATED BY THE EASTERN GRAIN, MILL & ELEVATOR CORPORATION

based on the amount of grain unloaded. On tests, unloading records as high as 50,000 bushels of wheat per hour were attained, and this record extended over a period of several hours. There was also a loading record made of 24,000 bushels of wheat into cars in 24 minutes, and several trainloads of cars are loaded each day. The Concrete Elevator can unload 60 cars of rail grain in ten hours. Another remarkable thing in connection with its operation is that it has been demonstrated that the Concrete Elevator's capacity for both unloading and loading is in excess of the amounts called for in the original specifications. A record for fast construction was made by the Monarch Engineering Company, as the bins were started on June 1, 1915, and the elevator was completed and ready for operation on September 1, 1915.

The general arrangement of the Concrete Elevator consists of three rows of nine bins each, making a total of 27 circular bins, each with a capac-

On the river side of the elevator are the two marine towers, each mounted on twenty pairs of car wheels. These towers are electrically propelled and are movable along the entire river frontage of the elevator. They can operate from any center from 48 to 192 feet apart. They are complete elevating units in themselves, each being equipped with garners and scales.

Grain is taken up the marine leg into a garner, dropped into a scale, weighed, and then dropped into a receiver which feeds the loftier leg that elevates to the top of the tower and spouts the grain direct, by a system of distribution spouts, to any part of the elevator. There is also an electric indicator which shows to which spout the tower is connected. Both marine legs have a capacity of 24,000 bushels an hour each, being twice the unloading facilities of either the new Superior or Connecting Terminal Elevators at Buffalo. Each tower can spout directly to any series of bins in

two cars can be loaded with 1,800 to 2,000 bushels of grain each in three minutes.

The conveying equipment was furnished by the Webster Manufacturing Company of Tiffin, Ohio. The rubber belting was supplied by the Hewitt Rubber Company of Buffalo, N. Y. The only machinery other than that necessary for the elevation of grain is an aspirator manufactured by the Huntley Manufacturing Company of Silver Creek, N. Y., as it was the intention of the owners in constructing the Concrete Elevator to have a plant that was equipped for fast handling of lake grain and storage of all-rail grain, and they did not want the speedy operation hampered by other machinery. This was also unnecessary, owing to the fact that the Iron Elevator, which is owned and operated by the same company, is completely equipped with cleaners, blowers, aspirators, clippers and a large Hess Drier.

On January 1, 1915, the Eastern Grain, Mill & Elevator Corporation took over the Eastern Grain Company and the Iron Elevator & Transfer Company, continuing the merchandising of grain and the operation of the Iron Elevator. The Company has a paid up capital of \$1,000,000. The officers are Nisbet Grammer, president, and J. J. Rammacher, treasurer, under whose immediate direction the merchandising of grain is conducted and the elevators are operated.

LOSS BY SHRINKAGE APPROVED

The clause in freight tariffs providing for certain allowances for loss by natural shrinkage of grain in transit has been the subject of considerable dispute in the past. The Interstate Commerce Commission has formally approved such allowance and in the future all claims for loss in transit may be expected to be discounted by the railroads one-quarter of one per cent for corn and one-eighth for small grain. The decision, No. 7518-36 I. C. C.-265, was handed down in the case of the A. B. Crouch Company vs. the Atchison, Topeka & Santa Fe Railway Company *et al.*, and is as follows:

"Complainants are corporations, co-partnerships, and individuals engaged in the grain business at Fort Worth, Tex. By complaint, filed November 27, 1914, they allege that the rules published in various issues of tariffs of Southwestern lines named as defendants, providing for deductions, in the adjustment of claims for loss of grain in transit, of certain percentages of the loading weights as representing natural shrinkage were unreasonable and in violation of sections 1, 3 and 20 of the act. Reparation is asked in the amounts of such deductions alleged to have been made, under the rule, from claims filed by complainants and paid by defendants for loss and damage on interstate shipments of grain.

"A representative rule, in Southwestern lines tariff 32-N. I. C. C., 890, is as follows:

Where there are recognized state, board of trade, or grain exchange weights arrived at at points of origin and points of destination under usual form of agreement, also when weighed under special agreement with the Western Railway Weighing Association, having first had recognized weights at point of origin as provided above, in the adjustment of claims for loss, the allowance to be deducted for natural shrinkage will be, on wheat, flaxseed, rye, oats, barley, c. l., one-eighth ($\frac{1}{8}$) of one (1) per cent; and on corn one-quarter ($\frac{1}{4}$) of one (1) per cent.

"As no testimony was adduced in support of the alleged violation of sections 3 or 20, only the question of the reasonableness of the rules attacked is presented.

"Complainants contend that the rules are unreasonable because they are inflexible and provide for arbitrary weight percentages, whereas the actual shrinkage is variable. Complainants testified that their experience has shown no uniform shrinkage; that it varies according to weather conditions, the season of the year, the grade of the grain, the length of the haul, and climatic differences between points of origin and destination, and that sometimes it is very slight. In some cases shipments have arrived at destination overweight. Complainants admit that this



THE RAILROAD SIDE OF THE CONCRETE ELEVATOR

ity of 26,000 bushels; 16 interstice bins, each with a capacity of 16,000 bushels, and 20 quarter bins, each with a capacity of 4,500 bushels, making the total working capacity of the elevator approximately 1,050,000 bushels.

The structure is of reinforced concrete and steel construction throughout, and is supported by approximately 4,000 wooden piles driven to bedrock, at a distance of nearly 50 feet. The marine towers are supported by a solid concrete dock, the piling foundation of which was also driven to bedrock.

The elevator is located on part of a 35-acre tract, which has a river frontage of 3,200 feet on one side and the car storage yards of the New York Central Railroad, with trackage for storing approximately 1,200 cars, on the other side.

The main elevator is 72 feet wide, 212 feet in length and the height of the structure from the dock to the cupola roof is 187 feet. The lower story is level with the dock. It has a clearance height of 15 feet. The tops of the bins are 95 feet above this, and the top of the cupola is 77 feet above the top of the bins. On the land side of the elevator there is a steel car shed covering three tracks, each of which is long enough to accommodate thirty-two cars. The entire elevator is operated by separate electric motors, using Niagara Falls power, aggregating 1,000 horsepower.

the elevator, or if it is not desirable to move the tower, there are two conveyor belts on the bin floor, each with a capacity of 20,000 bushels an hour, so that direct spouting can be discontinued and the grain can be conveyed to any other part of the house desired, without making it necessary to shift either the towers or the vessel. In loading out, the grain in five-ninths of the elevator can be spouted direct to the three shipping leg pits. This greatly facilitates loading.

On the main floor there are two conveyors, each with a capacity of 16,000 bushels per hour, running the entire length of the elevator. The three outstore scales in the cupola are large enough to weigh 2,000 bushels of wheat in one draft with 2,000 bushel garners above. The Concrete Elevator is credited with being the fastest unloading and loading elevator in the world.

The facilities for loading canal and other boats are the most efficient of any elevator at the eastern end of the lakes. It is possible to load 25,000 to 30,000 bushels an hour, and the loading spout is so arranged that two legs can be emptied into it and two sets of scales are connected with it. The track shed arrangement is such that two cars at a time can be loaded at any one of the three tracks, or all three tracks at one time. This makes it possible to load 400,000 bushels in a ten-hour day, as

might have been attributable, partially at least, to scale variation, but insist that under appropriate conditions grain, particularly kiln-dried corn, will absorb moisture and gain weight in transit.

"Defendants submitted data relative to grain weights collected by a committee representing both grain shippers and grain carriers. These data cover the period from January, 1911, to February, 1912, and represent several thousand carloads of bulk grain. The variations between the loading

BLOOMINGTON'S CORN PALACE

For several years Iowa has led all states in the production of corn, but this year Illinois resumes the leadership which was taken across the Mississippi four years ago, and again becomes the seat of government of King Corn. In honor of this event and to show the world the reason thereof, the McLean County farmers and business men of Bloomington, Ill., the county seat, have held a corn



CORN PALACE AT BLOOMINGTON, ILL.

and unloading weights are analyzed and classified under road haul, cross town, and setbacks. In every case the grain was loaded and unloaded at markets served by impartial weighing organizations and was transported in well-coopered cars without leakage or loss. The analysis apparently shows a preponderating but variable shrinkage, averaging 0.208 per cent on all grain. A relatively small percentage of overweight shipments appears, although many cars unloaded heavier than they loaded. Other computations from statistics of cars which showed leakage in transit indicate an average loss of weight of 0.493 per cent.

"A report rendered to the Committee described above by an expert of the United States Department of Agriculture, introduced as an exhibit, shows that in a specific number of carloads of corn for corresponding periods of time, carefully weighed and scientifically tested for moisture content at indicated intervals, road hauled or set out on sidings, losses in weight by evaporation ranged from 0.04 per cent to 3.65 per cent. The average loss shown in four experiments varied from 0.18 per cent to 1.01 per cent. Seven cars of shelled corn, which arrived at Baltimore, Md., hot and which were held there for eight days, showed losses during that period of from 1.65 per cent to 2.04 per cent, or about 200 pounds per day.

Defendants also introduced a series of exhibits covering numerous carloads of grain moved to and from elevators at Chicago and from Kansas City, Mo., and Council Bluffs, Iowa, to other destinations, which showed variations in pounds between the loading and unloading weights. Substantial shortages preponderate, but some instances of overweight and of even weight appear.

"Defendants admit that the shrinkage is not uniform, but insist that their rules for calculating it are both practicable and reasonable. The loss is invisible and in Baltimore Chamber of Commerce vs. P. R. R. Co., 15 I. C. C. 341, we recognized the impossibility of absolute precision in a fixed schedule of deductions intended to meet varying conditions, although the subject was there involved within narrower limits than here. The record indicates that the deductions in question were fairly conservative, and upon all of the facts disclosed we find that the rule assailed is not shown to be unreasonable. The complaint, therefore, will be dismissed."

show which was undoubtedly the most elaborate ever held in the state if not in the Mississippi Valley.

The exhibit was held in the Corn Palace, which was the metamorphosed Coliseum. The outside of the great structure was entirely covered with a wooden framework, the architectural features being considerably altered and improved in the process. On this framework there was mounted one of the most artistic exhibits of agricultural products ever used in this manner. Corn, of course, was the principal

vegetables were displayed in profusion. The variety and quality of all the exhibits shows that there is not much in the agricultural line which cannot be successfully raised on the Illinois prairie. But not for a moment was there a doubt that Corn was king.

The first thing that met the visitor's eye upon entering the building was a mammoth ear of corn, 30 feet long and 7½ feet in diameter, the proper proportions of a good ear of corn. This jumbo ear consisted of a framework of wood upon which hundreds of ears were tacked, so arranged that the general effect was that of a single huge ear. This was the idea of D. O. Thompson, county agent, who directed its construction.

The raised platform on which this ear rested had slanting sides on which were grouped the competitive exhibits of the boy corn growers. Several hundred exhibits of ten ears each were displayed, and in the whole corn belt it would be difficult to find a more uniformly perfect display of corn. The corn was raised from special seed provided the boys for the purpose and every group showed how well it had been handled. The interest of the boys and girls (who had canned vegetables and fruit in competition) was very strong throughout the week of the corn palace which indicates that the future of Illinois agriculture is secure.

On Wednesday the prizes were announced and the awards were generally satisfactory although the decisions in many cases were so close that only experts could have differentiated between the exhibits. The winner of the best ten yellow ear prize and also of the sweepstakes was A. M. Armstrong, of Beeson. J. W. Workman of Maxwell had the best ten white ears and the best single yellow ear. In the other classes the prizes were widely distributed over the county.

AMERICAN ELEVATOR COMBINE FOR ARGENTINA

About three years ago, the "American Grain Trade" reported the formation of a syndicate, composed of certain Chicago and New York grain interests, together with some foreign capitalists, for the purpose of erecting and operating a chain of



MAMMOTH EAR OF CORN AND EXHIBITS OF CORN CLUB BOYS

material of decoration, and the infinite variety of color gave ample opportunity for the artistic taste and skill of the decorators. But besides the corn, of which about 1,000 bushels were used for the purpose, baled and loose alfalfa, corn stalks, pumpkins and Sudan grass gave variety and beauty to the mural display.

The inside of the building was even more attractive than the exterior, for in addition to the wealth of artistic decoration, the grain exhibits furnished food for the eyes and imagination.

While competition in the various corn exhibits was chiefly encouraged, other grains, fruits and

grain elevators in Argentina. It was known that Levy Mayer of Chicago was the attorney in charge of the negotiations. It was also rather well understood just who were the leading spirits of the proposed combine. The latter individuals refused to give any details for publication at the outset of the plan, and they are equally reticent at the present time. The fact remains, however, that the gigantic project is no myth, but an actuality.

The lower house of the Argentine Congress recently passed a bill providing for the issue of \$21,000,000 of bonds to finance the construction of elevators. The congress will shortly be called upon

to act upon a proposal made by Dr. Ricardo Aldao, representing the American syndicate. This proposition, which is said to be favored by Government leaders, is in effect that instead of the Government paying for the construction of the elevators by means of a 5 per cent bond issue, the syndicate would erect the elevators at its own cost, exploiting them thereafter on the basis of terms approved by the Government. At the end of 20 years the entire system would pass to the ownership of the Government.

The syndicate asks in return that the Argentine Government give its guaranty to an issue of 6,000,000 gold pesos (\$5,788,800) in 6 per cent debentures which the syndicate would

The U. S. Office of Cereal Investigations

Government Experiments with Grain Diseases, Propagation, and Hybridization Important to the Grain Trade—Smut Control and New Varieties of Grain Are Essential Parts of Work

By WALDON FAWCETT

ALMOST as close to the grain trade, in interest and benefit, as the work of the U. S. Office of Grain Standardization are the activities of another branch of the Department of Agriculture—namely the Office of Cereal Investigations. As a

ness to the grain dealer the efforts of the Cereal Investigations Office to increase grain production and improve grain quality.

Of course, though, the value of the work of the Office of Cereal Investigations is quite apparent to the grain man who pauses to consider the situation. All his knowledge of how to handle and sell grain would obviously be of little value to him if he has not the grain to sell—in other words if the annual yield of American grain fields is not held well up to the mark—and the best of facilities for storing and keeping grain will avail him little if the grain as it is delivered to him has not the merit of quality. To keep up the American standards on these points—and even to go our past records one better by the introduction of new varieties of grains—is the function of the Office of Cereal Investigations.

There is widespread an impression that this Office devotes the major portion of its attention to combating the diseases that menace cereal crops. This is a misconception. To be sure, cereal diseases are one of the big problems continually to be faced and valuable information and help regarding all diseases are furnished to farmers, grain men and others who are interested, but, overshadowing this disease work are the efforts of the Office for the production, improvement and use of the cereal crops. Naturally, disease work must go hand in hand with improvement work. Not only do the Cereal Investigations experts endeavor to be in a position to answer any and all questions regarding the rusts that affect cereals but they likewise busy themselves with the breeding of cereals to resist rust.

Uncle Sam spends about \$140,000 a year on cereal investigations but this is divided into two funds, in a somewhat surprising way. It comes about because corn, though a cereal, is not included within the scope of the Office of Cereal Investigations,



GROUP OF FARM BUILDINGS AT THE FIELD STATION OF THE U. S. OFFICE OF CEREAL INVESTIGATIONS, AMARILLO, TEXAS

place. Should the proposal be accepted the syndicate is prepared to place 25,000,000 gold pesos (\$24,120,000) in Argentina for the exclusive purpose of financing the warrants which the company would issue in terms of the warrant law.

WAR BOOSTS LAKE GRAIN RATES

BY ELMER M. HILL.

The struggle for supremacy among the warring powers of Europe is having its effects upon the Great Lakes grain trade. Since spring almost two score grain carriers have been transferred from the lake trade to service on the Atlantic with the result that carrying charges from upper grain shipping ports to Buffalo and Port Colborne are higher than in many years.

Within the last six months, 10 vessels that have been engaged in the grain trade between upper and lower lake ports for many years past have been rebuilt in Buffalo or have been cut in two so they could pass through the Welland Canal from Lakes Erie to Ontario and then out through the St. Lawrence River to the sea.

Removal of these ships has caused a scarcity of tonnage, the like of which has never before been experienced in the lake grain trade. No new carriers are being constructed to replace those sent to the coast so that unless something is done before next fall grain shippers on the upper lakes will experience considerable difficulty getting tonnage and rates will reach new high levels.

Two more grain carriers are now being rebuilt in Buffalo and both of them will be sent to the Atlantic for service between Canadian seaports and Europe. They are the *Empress of Midland* and the *Empress of Fort William* belonging to the Canada Steamship Company's fleet. During the winter a number of other ships will be either rebuilt or cut in two so as to pass through the Welland Canal for Atlantic coast ports.

Grain carrying charges from Lake Superior ports to Buffalo have increased 400 and 500 per cent over last season and indications point to the fact that they will go still higher before the season's end.

matter of fact these two Federal institutions—both embraced in Uncle Sam's Bureau of Plant Industry—are co-operating in many of their undertakings designed to increase and improve the grain yield of the country and are likely to in future carry on even more such "team work" than in the past.

It is suspected that a number of practical elevator and grain men have rather underestimated the im-



CLEANING GRAIN AT THE AMARILLO FIELD STATION

portance of the work of the Office of Cereal Investigations because any blessings it can confer upon the trade are, in a sense, indirect rather than direct. With the Grain Standardization Office studying from a scientific standpoint every operation connected with the testing, handling and storage of grain it does not require half an eye to see what this establishment is doing for the industry but it requires a little wider vision to translate into terms of useful-

whereas certain things which are not cereals are embraced in that jurisdiction. Thus we find \$100,000 a year expended upon the Cereal Investigations Office which is the object of this article while the remaining \$40,000 is devoted to an Office of Corn Investigations.

Upward of one hundred persons are engaged in this cereal research and twenty-odd field stations and experiment stations are the scenes of its varied

activities. The necessity for field work in widely separated sections of the country will be understood when it is explained that the responsibilities of the office include practical work with wheat, oats, barley, rye, rice, flax, grain-sorghum, millet, proso, buckwheat, emmer, spelt and broom corn. In many localities the operations of the Cereal Investigations Office form a part of the routine at general experiment stations of the Department of Agriculture, men being detailed for this particular duty, but the Office also has its own special Cereal Field Stations, such as the one at Biggs, Cal., which concerns itself with rice cultivation and the one at Amarillo, Texas, where all cereals but rice are under observation and experiment.

From the standpoint of grain trade interests perhaps the most important of the four main divisions into which the work of this institution is apportioned is that devoted to the Improvement and Production of Cereals and Cereal Products. The section embracing Cereal Disease Investigations is like-



MARK A. CARLETON, CEREALIST, IN FIELD OF OATS IN PROCESS OF CROSSING

wise of importance. Under "Maintenance of General Cereal Field Stations" comes work that is largely administrative but "Cereal Tillage and Rotation Investigations" have some significance for grain trade interests because the object is to improve the yield and quality of cereals through better cultural methods and to eliminate the necessity of frequent summer fallowing on certain dry lands of the West through rotation with intertilled crops.

Wheat investigations hold first place on the program for the improvement and production of cereals. These investigations have been in progress since before the Office of Cereal Investigations was first formally established dating back to the year 1890 and the work is now being carried on in Virginia, Maryland, New York, Minnesota, Iowa, Texas, Kansas, Colorado, Wyoming, South Dakota, North Dakota, Montana, Idaho, Utah, Oregon and California. The object is to improve the wheat crop through selection and hybridization of varieties and to determine varietal adaptations. It is planned to undertake the study of wheat varieties with reference to classification; to conduct hybridization for special practical ends; and to study inheritance.

Oats investigations are being conducted in Iowa, New York and Virginia—the latter state being included because there is located on the banks of the Potomac at Arlington, Va., a great experiment farm which ranks as the field laboratory of the Bureau of

Plant Industry. The aim is to improve oats by three means, first, a study of production methods; second, the breeding of new varieties, and third, the extension of winter-oats area. Barley investigations are confined, for the time being, to the Virginia farm and to farms in Minnesota. With this cereal there has been undertaken not only the breeding of new varieties and attention to production methods but likewise a study of the physiology of the barley grain and the extension of the barley-growing area.

To improve rice through selection and breeding is the purpose of work that has been in progress for the past ten years in Louisiana and Texas. Varietal adaptations are being determined and the control of the "red rice" is sought, but from the standpoint of the trade probably the most important phase of this work is found in the study that is being made of methods of milling and preparing rice for the market. To promote the commercial handling of grain-sorghum and broom corn is the purpose of experimental work which has been in progress this past half decade in Kansas, South Dakota and other states. The trade will be deeply interested in the outcome of one effort in this line—that having as its object the determination of the human food value of sorghum meal. Several thousand dollars a year are expended in the investigations of minor cereals—the improvement of rye, proso, buckwheat and quinoa, in an effort to better both the yield and the quality.

Under the jurisdiction of the Office of Cereal Investigations is the probe regarding the smuts of corn, sorghums and broom corn which has been in progress for some nine years and the investigations of the smuts of small grains which was begun even earlier. Uncle Sam's experts took up first the study of the incompletely known facts pertaining to the life histories of these smuts and following that has sought to improve present methods of smut control and to devise new ones. One of the latest achievements of this office has been the discovery of the loose smut of rye. Within the past year the Cereal Investigations Office has announced that it has worked out a complete system of control of the

thorough in its work and practical in its conclusions the Office of Cereal Investigations has worked in close co-operation not only with the Office of Grain Standardization but likewise with the Bureau of Chemistry of the Department of Agriculture with the result that samples of grain sent in by field agents of the Cereal Investigations Office have been milled at Washington and submitted to baking tests.



EMPLOYEES AT THE FIELD STATION AT AMARILLO, TEXAS

The Government is, indirectly, putting dollars in the pockets of grain men by investigating and introducing superior drought-resistant cereals which may be grown successfully in the dry-land farming districts. The Office of Cereal Investigations has credit for introducing the Swedish Select oats and the awnless winter barley. The extension of hard winter wheats into the Pacific Northwest is another achievement in which the experts feel that they had a hand and recently they have turned their atten-



CEREAL EXPERT MAKING GHIRKA WHEAT SELECTIONS IN WHEAT PLATS AND FIELDS AT THE DICKINSON (N. D.) EXPERIMENT STATION

cereal smuts. What this may mean, indirectly, to the grain trade may be surmised when it is stated that the estimated preventable loss amounts to \$38,000,000 annually. Incidentally it may be mentioned that the kernel smut of sorghum has been found to be preventable.

Easily one of the most valuable lines of endeavor followed by the experts of the Office of Cereal Investigations is that embracing the importation of new varieties and the obtaining of novelties by crossing. Perhaps the most conspicuous example is Durum wheat, but many new varieties of oats and barley have been distributed. In order to be

tion to exploiting winter cereals in the Southern States. Pure varieties of wheat, oats and barley adapted to the South have been developed and distributed with the result that centers for the distribution of good seed have been established. Thus the Office is doing its part to build up the grain trade in the South that promises so much for the future.

THE W. G. Morden loaded 476,315 bushels of wheat at Ft. William, Canada, late in October and this is claimed to be the largest cargo ever passed through the Soo Canal. The total tonnage passing the Soo last month was 11,557,851 tons.

NEW STORAGE PLANT IN MISSOURI

The tendency toward storing grain as near as possible to the place of production seems to be growing rapidly, and practice has many advantages over the old central terminal plan. It relieves congestion at the centers, tends toward a more gradual marketing of grain, enables producers to keep a closer supervision of their grain and makes it much more convenient for millers to mix grain and direct its shipment when needed.

All of these ends are served by the new Public Elevator which has just been completed at St. Joseph, Mo. The plant is operated as a strictly public elevator, the operating company, the St. Joseph Public Elevator Company, not being engaged in the grain business. The president of the concern is J. L. Frederick and the vice-president Robert E. Hastings, men of the highest repute and integrity.

The plant is of modern fireproof concrete con-

The Grain Dealer and the Grain Grower

Good-will and How to Gain It—Methods to Be Avoided—Getting the Confidence of the Farmer—The Personal Equation

By G. D. CRAIN, Jr.

ANY grain buyer with a handling plant, be it large or small, who deals directly with the men who raise the grain, appreciates the advantages he would enjoy if he could maintain cordial relations at all times with those who sell to him. How to get and hold the good will of the farmers, if you are a grain buyer, is a problem that probably every grain buyer is trying to solve. And the answer that a considerable proportion arrive at is: "It can't be done." Many a grain dealer who has left his country location and located in a city where grain handling is an important business, gives

will both be inclined to find what they want to see. The question is whether these circumstances, which are more or less unavoidable, need necessarily stand in the way of good-will between the country grain buyer and the farmer.

Of course, if the buyer is bent on getting the better of every deal, there can be no such thing as good-will. The same is true of a relationship where the producer is doing everything he can to deceive the buyer. *Caveat emptor* may be the law in trade, but when two parties approach a deal on the basis of "Let the buyer beware," there is no such thing as good-will toward the other in the mind of either.

But it is to the buyer's interest so to handle those from whom he buys that they will feel they can count on him for a fair deal, and therefore prefer to sell to him rather than hunt another market. The grain buyer makes his profits on the grain he handles, not on the grain the farmers raise. Every grain buyer knows these things, but unless he maps out any campaigns he may undertake to get the confidence and good will of his trade with these principles in view, he can hardly hope to make much progress.

The present year, for instance, has sorely tried the cordial relations between the grain buyer and the farmers. As a rule wheat has been damp. Much of it has sprouted. Much of it has graded below the grower's own estimate of the crop. Nobody likes to sell at a low figure, and there has been a great deal of dissension over grading, as every buyer can testify. When the grower offers what he thinks is No. 2 grain and the buyer finds that it is really a No. 2 grain and pays the current price, everything is lovely. When, however, the farmer offers what he thinks is a No. 2 and the buyer decides that it is not and could not pass as such, for one reason or another, the average farmer often feels that he has been cheated. After that good-will leaves on a long visit.

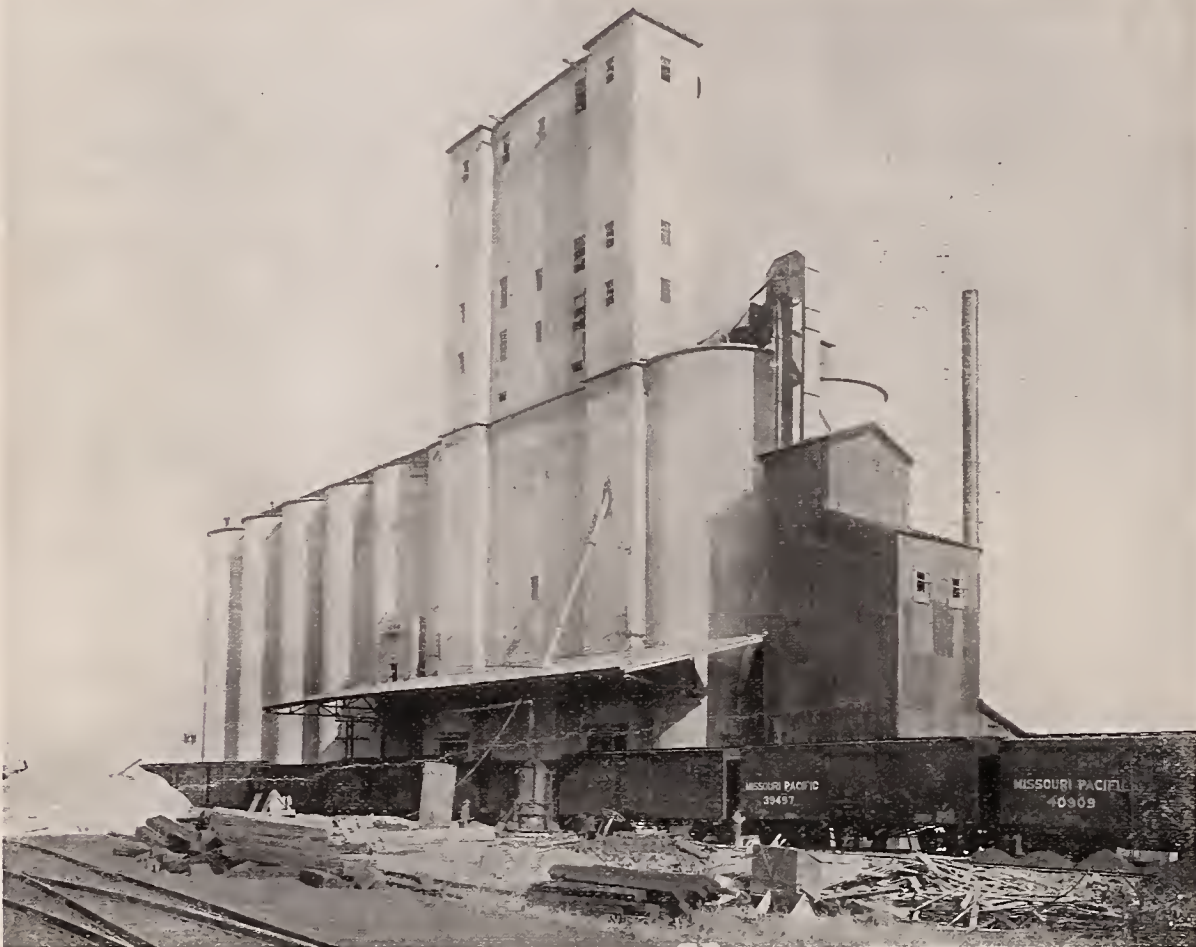
Another practice that farmers have complained of, which is indefensible on ethical grounds, and which means that good-will is impossible, is that of a secret deal with one grower in order to influence purchases from his neighbors—at lower prices. This would be when grain is in the field, for instance. A buyer who was discovered to have practiced such a device would probably never be able to work himself back into the good graces of the farmers in that vicinity. But this is only to say that good-will depends upon the "square deal." And only on that basis can any permanently successful institution be built up. So the first essential in gaining and holding the good-will of the farmer is fair treatment.

Another plan that many dealers who have approached such a relationship have found is a good one is to prove to those who offer grain why it will not grade up to the standard they believe it should. Of course, this could apply in most cases only to sales at the elevator door. One buyer who might be mentioned makes use of a plan that is hardly open to all. He maintains a cleaning plant, which he uses to clean and grade the grain he buys. All the small and sprouted kernels, all the chaff, which, to be sure, is inconsequential in wheat, all the weed and other seeds, are run out this way. When a farmer calls at his plant with a sample of his grain, this buyer inspects it and gives the farmer his best judgment.

"Oh, no," says the farmer, "it will grade higher than that."

"Come with me and we will see," says the buyer.

So they inspect the cleaning mill; make sure that it has the right screens in it, that there is nothing in the spouts, etc., and into it the farmer's few bushels go. The buyer stations his farmer beside the



ST. JOSEPH, MO., NEW PUBLIC ELEVATOR

struction, having a capacity of 500,000 bushels. It is equipped with receiving and shipping legs of a capacity of 6,000 bushels each, armored clippers and cleaners of 1,500 and 2,500 bushels capacity, respectively, furnished by the Invincible Grain Cleaner Company, Silver Creek, N. Y. All machinery is operated by electricity and the house throughout has been designed with the end in view of furnishing the most desirable storage for both small and large accounts and for mills desiring special binning for mixing purposes.

The drying plant is in a separate fireproof building and installation consists of an Ellis Drier of 1,000 bushels capacity. The elevator is located on the tracks of the Union Terminal Railway Company, which gives the best of facilities in connection with all lines entering St. Joseph.

In addition to the modern equipment outlined they have installed the Zeleny Thermometer System, which will enable them, at all times, to give their customers accurate reports of the temperature of grain in store in any bin at any depth.

The completion of the elevator comes at a time when it will be appreciated most. Missouri this year has great quantities of grain to store, and the opening of the new exchange at St. Joseph gives promise of increased usefulness for the public elevator. In its construction and equipment the house shows the marked improvements that have taken place recently in these respects.

thanks that he has been able to get away from what was at best a thankless means of making a living.

Yet it is necessary that somebody deal directly with the grower. In cases where the growers are organized and dispose of their products through their joint sales agent, the personal contact with the grower is done away with to a considerable extent, but such organizations are not general enough to cut much figure. For the most part the bulk of the grain, at least in the Middle West, is bought from the grower direct; either at the door of the shipping station or in the field where it was grown. Direct dealings with the farmer are necessary over the greater part of the Middle Western wheat belt, and probably will be for a long time to come.

They involve, as do all matters of trade, all the elements that enter into intercourse between men. The man who sells wants as much money as he can get, and the man who buys wants to buy as cheaply as he can. Often there is an honest difference of opinion between the man who sells and he who buys as to the right valuation of the commodity that changes hands. Sometimes there is a deliberate attempt on the part of the seller to deceive the purchaser, and on the other hand a deliberate intention on the part of the buyer to misinform or mislead the seller, which clouds the issue. It is natural that both parties to the transaction will see the transaction from their own points of view, and

spout out of which he knows the largest proportion of defective grains will fall. Then he assembles the several grades of waste and compares them by bulk and by weight with the proportion shown to be of the best grade. Then he indicates the latter.

"That is all I can sell as No. 2," he says. "If you will clean it, or if you will pay me for cleaning it, I will pay you No. 2 prices for your wheat, and you can take the waste and screenings home for chicken feed."

In other words, this buyer proves to his farmers that the grain they offer him is what he says it is. They understand and he understands that if he is going to make a mistake he will certainly make it at the expense of the man who is selling to him. If he pays for grain more than it is worth he will not be buying grain in that vicinity for long at a time. He shows his trade that his is strictly a business proposition, that he figures on a reasonable profit at the price he pays, and that he stands to lose if the market goes down, just as he takes a chance on gaining if the turn of the market is in his favor. The growers take the same chances when they decide to hold their wheat rather than to sell it at harvest time.

It was suggested by this dealer that buyers could often make use of one of the small hand-operated fanning mills to the same end, where they like the idea of handling their trade on this basis. It would not be as satisfactory as in the case of the larger plant, probably, but it would show a good many things to both the buyer and to his trade.

In a southern Michigan community is an elevator which also has a feed mill attachment, where the growers get their wheat ground into feed or mix it with oats and where they have corn cob meal or pure cornmeal made or get other services of this kind. In charge now for years is the son of the man who established the business. The "old man" sent him to Chicago for a course of training in wheat and grain grading, giving him the practical insight into the methods of handling grain at the big elevators and into the buying and selling on the big exchange. He happened to be a youth that everybody liked, even-tempered, always kindly and frank all the way through. The "old man," who knew a thing or two, got friends in Chicago to write out that the youngster was proving to be a wizard about judging grain and this and other information about the way the youngster was making his way found publication somehow in the local paper.

When that young man came back from Chicago to take charge of the elevator, he came with a big reputation of being a crack judge of wheat already waiting for him. As a matter of fact, he was a good one and the father began soon to realize on the investment that sending the boy to the big market represented. But the important thing in the way of maintaining the good-will of the farmers was that they respected the young man's opinions. They will take a lot from a man whose judgment they must respect that will not be gracefully taken from someone whose ability to discriminate is doubted.

The personal element enters into dealings with the farmer probably more than is the case with any other class of men. The very nature of their calling is such as to develop each man's individuality. The farmer cannot be lumped as other men may be. And this young grain buyer realized this. With him the good-will of his trade was the good-will between himself and each man he bought from. He told them the truth about their grain, and they soon came to believe it when they found that his judgment was borne out by the bids other buyers made on the same grain he bid on. They came to learn that he could be depended on to give them a square deal; he was pleasant to deal with, and he had a reputation as a judge of grain. Furthermore, the same informed policy that helped him with his farmer trade also served to get him better consideration from the dealers to whom he sold.

It has been suggested also that a good deal of progress can be gained along the line of showing the farmers that their interests and the interests

of the buyer are identical. He, of course, can count on a profit on any grade of grain, but he cannot pay the grower more than the grain is worth and continue to buy, because he would soon go broke.

Again, he can work on this same line by doing what he can to help the farmers of his community increase the size of their yields and breed up the quality of their grain. When some grower comes to him with a particularly good lot of grain, bright, uniform and well cleaned, he can not only afford to tell that grower so, but he could well afford to get some particulars as to the seed used, methods of culture, etc. This information would be of great value to the others who sell to him, and an exhibition of the best grower's product with the story of how it was done would go a long way toward showing these men that the buyer was interested in their problems.

There are many other things that he can do, also, to help the farmers along in their efforts to increase their yields, and what he can and does do in this line will certainly be appreciated and will certainly make for good-will between him and them. Never is friendliness and courtesy a wasted effort.

THE CANADIAN WHEAT TARIFF

No less authority than the *New York Journal of Commerce* predicts an early move on the part of the Canadian Parliament to take off the duty on wheat and wheat products. This, by the terms of our reciprocity treaty, will admit of duty free interchange of wheat and flour between this country and our Northern neighbor.

The three great Western provinces, Saskatchewan, Alberta and Manitoba, are united in an aggressive campaign to bring about the free wheat enactment.

Opposed to the cancellation of wheat duty are the Eastern political conservatives, the milling interests and the railroads. The conservatives are the high protectionists of Canada and they naturally resist any measure for lowering the tariff. The millers claim that if Canadian farmers could ship their grain to this country it would raise the price of wheat and they would find it more difficult to compete in Europe with American mills and might even find their home market taken away from them. The railroads object because if the grain were diverted they would lose the long haul East.

OUR VISITORS



THERE were no brass bands to meet Charles England when he returned to Baltimore from the Peoria Convention. So far as we are able to learn there wasn't even a fife-and-drum corps. Did we not know Baltimore we should cry "Shame" or possibly "Fie" at this seeming neglect of her distinguished citizen. For did not Mr. England, by his own almost unaided efforts, secure the 1916 convention for his city, when it seemed inevitably headed for a place in the Central West?

However, Baltimore is a conservative town. She sent Mr. England to the convention, patted him on the back and paraphrased Lord Nelson's famous line by saying "Baltimore expects that every England will do his duty." Consequently when Mr. England "seen his duty and went and done it" Baltimore was not surprised. She had expected the result from the beginning. Then, too, the city knows Mr. England, knows him not only as one of its leading grain and hay men, but also as chairman of the Sewerage Commission of that city, and realizes he is strong enough to take care of any load placed upon him.

WE know quite a lot about Frank I. King. We know of his deservedly high standing among grain and seed men. We are aware that he puts out a daily market letter with a "punch" in it. We have heard that he was once a newsboy, and this rumor is credible, since he is the Toledo newsboys' best friend and is constantly planning stunts for them. We have chuckled over the sayings of "Our Boy Solomon." We realize that his name is no misnomer. And turning to the Toledo section of our invaluable and well-thumbed copy of "Alliterative American Biographies" we get the following additional side-lights on Mr. King:

"Some seedsman; sultan of staccato style; sets standard for snappy "specials;" scatters sunshine in short sentences; summarizes without sermonizing; satirizes without sting; sprays sarcasm without savageness; shares Solomon's sapience with staple shippers; shows shrewdness without sordidness and sincerity without solemnity; a strong and sane seer; self-made, self-confident and self-possessed; satisfying service that secures shekels."



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, NOVEMBER 15, 1915.

 Official Paper of the Grain Dealers' National Association
 and of the Illinois Grain Dealers' Association.

ABNORMAL PROSPERITY

BANKS in every section of the country, mercantile reports, and letters from private sources are wholly agreed that business is rapidly approaching, or is quite "normal." Now as a matter of fact business is far above normal in many lines but particularly in that of grain. Under "normal" conditions a crop such as we have produced this year, when combined with large exportable surpluses from other countries, would have depressed the price of grain, particularly of wheat, to so low a point as to cut farming profit to the vanishing point. World conditions are such as they have never been before, and it just happens that, to the good fortune of American producers, the upheaval has boosted the price of breadstuffs. Furthermore, even the unusual demand for grain from abroad would be of no avail unless the financial interests of the country had underwritten the foreign loan, so as to make it possible to secure payment in our own country for foodstuffs destined for foreign consumption. The piling up of our credit account in the international trade balance will exhaust even the half billion dollars so secured very rapidly and the necessity for a further loan will undoubtedly appear in a short time. Already a sentiment is being voiced in England against further grain buying in this country since credit can be secured at a lower rate in the colonies. Without the loan this policy would undoubtedly have been established before this, and the line will be sharply drawn against American wheat if prices or credit work beyond a reasonable basis.

If former wars can be taken as a criterion, and they can to a considerable extent, grain prices will be relatively high for some time

after peace is concluded. The relative basis, however, must be figured on the price at which grain would rule under normal conditions of supply and demand, and not on the hysterical values which obtained last year. We can demand and receive a fair, even a high price for our grain, but some present holders back in the country may be disappointed at the levels which will represent the foreigners' limitation of interest in our grain.

THANKSGIVING

THANKSGIVING Day is usually a matter of turkey and pumpkins rather than gratitude on high, but President Wilson's proclamation for the year gives voice to the nearest we have come in many decades to a real nation-wide thanksgiving. Peace and its blessings has burdened every American heart with inarticulate prayer, and though we sometimes forget the enormity of desolation abroad, though often the struggle seems unreal and quite out of our world, still the shadow of that hell pit is never quite absent and as never before we can unite in gratitude.

Coming down to more material and selfish interests, as grain men we can be thankful that not quite every car of grain heated and soured in transit or burned in the bin; that our national and state legislators have occasional vacations; that only the outside of the shocks are sprouted; that the jurisdiction of the Bureau of Chemistry under the Food and Drugs Act promises early limitation; that many freight cars do not leak; and that money is easy and not much required. In addition, we are reminded that in the troubled times the grain trade has kept its head; has shown fortitude in adversity and nerve in every crisis.

THE GOVERNMENT'S GUESS

NOVEMBER crop reports on wheat are usually in the nature of final estimates. This year the total marketable production is still in the realm of possibilities only, although the actual number of bushels of wheat produced is pretty well established. From all sections of the winter wheat belt come reports of considerable quantities of grain which are not fit for milling purposes, and more numerous reports of scarcity of seed, so that, from the market standpoint, the Government's figures will have to be revised somewhat.

Never before has the United States or any other country produced such crops as are reported in the November bulletin. Briefly it shows: wheat 1,022,029,000 bushels; corn, 3,090,508,000 bushels; oats, 1,517,478,000 bushels; barley, 236,682,000 bushels; rye, 44,179,000 bushels; hay, tame, 80,983,000 tons; hay, wild, 20,293,000 tons; and flaxseed 18,446,000 bushels. At the average price on November 1, the principal farm products were worth \$5,500,000,000. This is the greatest value ever set for a year's farm products.

The millers will feel the effect of the low quality of wheat and the feeders the deterioration in the corn. Both will require more grain to accomplish the normal effect, but fortunately the quantity in any cereal will not be lacking, and if it takes five bushels of wheat to make a barrel of flour instead of 4½ bushels, or if it

takes a fifth more corn to show a gain of 100 pounds of pork we have the wheat and corn to do it with. With such a production it is difficult not to be a business optimist, even for the chronic knockers.

PLAYING TO THE GALLERY

PLAYING to the gallery used to be the great indoor sport of America. Actors commonly resorted to cheap tricks which would not be countenanced on any stage today; baseball players worked it to the limit until "gallery player" became a term of reproach; even business men resorted to shoddy methods of gaining brief popularity at the expense of good commercial principles. For the most part those times and practices have gone, never to return, but they persist in politics. The political game is still in the stone age; it is an anachronism which is allowed to continue simply because people are so busy buying shirts for the baby that they haven't time to bother with bringing it up to date.

Having worked this preamble off our chest the class in civil government will come to attention. Kansas, stand up. We want you to answer three questions: When State Grain Inspector George B. Ross last year ostentatiously introduced his bill into the legislature asking that he might be permitted to turn the \$15,000 surplus from his Department into the state funds, did you not applaud uproariously without once considering that that money represented excess charges on the grain shippers of the state? Is it not true that the Inspection Department is making a practice, according to letters received by Secretary E. J. Smiley, of inspecting grain, even when the bill of lading clearly states, "no inspection desired," which is contrary to the very law under which the Department is working, and which is done with the seeming purpose of increasing the revenues so as to make another gallery play? Does it appeal to your good sense that practices should be continued which cost the grain shippers and grain raisers considerable sums each year without benefiting anybody except the politicians who fill the jobs created? That will do, Kansas. By your deeds rather than by your words will you be judged.

THE WHEAT STOCKS

FOR the first time during the crop year we are beginning to realize that we really have a phenomenal crop. The late harvest and the depleted reserves combined to produce a situation which wholly discounted the natural factors that would have been influential in normal years. Now the wheat stocks are accumulating, and the weeks of fair weather have enabled the farmers to complete or nearly complete their threshing so that a large percentage of our billion bushels are ready to make their appearance when the market seems opportune. Much of the wheat will be held back because of the generally bullish sentiment among farmers, but the increase in the visible supply has begun and will continue. This alone would tend to lower prices materially and there are many shrewd traders who believe that crop volume, here and abroad, must ultimately be the

dominant factor on the market. World production already accomplished and the prospects for the Southern Hemisphere indicate an exportable surplus more than sufficient to satisfy the year's demand, but there are as many grain dealers who believe that the decrease in acreage next year will necessitate a larger carry-over from this crop, sufficient, in fact, to discount the present surplus. Moreover, it is widely believed that Europe cannot afford not to accumulate a larger reserve than they have hitherto carried. The present foreign demand certainly seems to give warrant to the belief. Here, then, are the two sides to the market; present actualities vs. future possibilities. It seems about as safe a toy to play with as the proverbial buzz-saw.

FIRST HALF AND FIRST WEEK

MAKING the term "first half of month" mean the first 15 days and the "last half of month" mean the remaining days, irrespective of the number of days the particular month happens to contain, was wisely adopted by the Grain Dealers' National Association at Peoria. This will put away another uncertainty in terms which has made trouble in the past. H. B. Dorsey of Texas recently called attention to a term, however, which is sometimes used and which is even more uncertain than "first half." This is "first week." According to several court decisions on the subject, the first week in a month is the seven days succeeding the first Sunday. Thus if the first of the month happens to fall on Monday, the first week would end on the thirteenth. Such a wide difference in shipping date as this term contains is pregnant with possibilities of great harm, and until the trade makes the term more definite it should be avoided in contracts.

A HUMAN WEAKNESS

THE claim to infallibility is confined to a single gentleman in Rome. The rest of us are heir to errors in judgment, particularly when our own interests are involved. The influence of this personal prejudice in warping the judgment is seen in the majority of trade differences between dealers. When grain men disagree on the proper fulfillment of a contract the case is referred to the arbitration committee of a state or the National Association. These cases go through the hands of the secretary and in a great many instances the error of judgment is so apparent that the secretary, by merely pointing it out to the one at fault, effects a settlement without formal arbitration and its attendant costs.

The overwhelming majority in the grain trade who endorsed the Moss Bill has likewise emphasized how personal prejudice can warp the judgment of even the able and conscientious men who handle our export grain from the Atlantic ports. The discussion of the subject at Peoria brought out the following facts: The incentive to standardizing grain by the National Government came from complaints of European importers that American grades were not uniform or dependable; if the Federal grades were not made to apply to export grain it would defeat the purpose of the whole investigation; export corn is graded No. 2 and has a moisture

content low enough to insure safe carriage, but not specific; Federal grade No. 3 corn would be acceptable to foreign buyers as No. 2 corn; therefore the whole question resolves itself into one of nomenclature, educating the foreign buyer to accept No. 3 as the same grade he had formerly been getting as No. 2; the same difficulty faced domestic dealers when they raised the grade of No. 3 corn and great trouble was anticipated; the trouble did not materialize as the difference in grade and change in name were discounted before they went into effect; it is to be presumed that foreign importers, having implicit trust in their American exporters, will be as easy to educate as the farmers and country shippers of this country; therefore the foreign difficulty will prove as great a myth as the domestic trouble was.

To 99.9 per cent of grain dealers this is the obvious conclusion from the facts as related. The remaining one-tenth of one per cent, or thereabouts, influenced by the fears of an upset in their established trade, are unconvinced. No one doubts for a moment their sincerity, but the element of self-interest, as in the case of so many arbitrations, has warped the judgment.

INVISIBLE LOSS IN TRANSIT

THE decision of the Interstate Commerce Commission in regard to loss of weight in grain in transit may be open to fair criticism as applying to all cases. Under certain but not common conditions grain may take on weight. In the great majority of cases, however, grain of all kinds shows a loss of weight in transit or storage, by evaporation. This has been amply demonstrated under scientific test conditions and the averages proposed by the railroads and upheld by the Commission, one-eighth of one per cent on wheat, flaxseed, rye, oats and barley, and one-quarter of one per cent on corn, does not seem excessive.

The relations between the railroads and the grain trade have improved materially of late years. There is a growing disposition on both sides toward fair dealing and compromise, rather than the erstwhile reversion of the Golden Rule: "Do the other lest he do you." The new spirit is shown in the disposition toward reasonableness, and the present instance seems to be a case in point. We believe that the grain trade as a whole is inclined to view the decision with equanimity, and that this disposition will bear fruit when other controversial points are up for settlement.

HABIT AND BUSINESS

THERE is quite a difference between running an elevator and merchandising grain. The difference is usually manifest enough. The elevator manager plugs along in his little house, fairly prosperous in the good years, but sorely pinched when times are lean. The merchandiser, on the other hand, is the man who increases his lines, whose houses grow larger and more numerous, and whose balance from the fat season carries well over the hungry months.

The elevator manager who is nothing more is a creature of habit. He makes a happy connection at some terminal market and thereafter

sends everything that comes into his house to that firm. Now there is nothing better in business of any kind than to have close and regular connections, and when a firm treats a customer right it should continue to get business. Consignment houses are as careful of the interests of their customers as they would be of their own. It is their constant aim to get the top of the market, for competition among the various firms is so keen that they must do everything in their power to make the shipper satisfied, and a sale at the low point for the day, if there is much variation in price, does not tend toward satisfaction.

Few elevators are so situated that freight rates make available only one terminal market. As a matter of fact most of them could ship to two or three markets at very little difference in expense. And the demand at different markets for the various grains and grades sometimes makes a spread of several cents. Here is where the merchandising ability of the shipper comes in. The real merchant studies each available market each day and ships to the one that can handle to best advantage his particular grain. Sometimes direct shipment to Atlantic or Gulf port for export is more advantageous. The alert shipper is alive to all these differences and opportunities, and the little gains here and there make the big profits for the house during the year.

CHEMISTRY VS. COMMERCIAL GRADES

BLEACHED oats was one of the most frequently discussed subjects in the lobbies outside the convention hall of the Grain Dealers' National Association. Inside the hall the subject was not mentioned except indirectly at the close of Dr. Duvel's address. The Doctor diplomatically passed the buck to Dr. Alsborg, as oats, in their present status, are out of his jurisdiction and cannot be brought back to it until the Grain Grades Act or some similar measure becomes law. In a legislative way the Grain Grades Act is by far the most important thing before the trade, and it should be made the bounden duty of every dealer to see personally or to write his U. S. Senators and Representatives, impressing them as strongly as possible with the desirability of this legislation. The Legislative Committee of the National Association has done yeoman service at Washington, but the individuals in the trade, by uniting at this time in using their influence with their own members of Congress, can do even more and insure the early passage of the bill in the December session. This is an opportunity and a responsibility that rests with each dealer, and the chances of passage of the bill will be largely measured by the manner in which each individual accepts his trust.

The question of sulphured oats is important in itself to producers and handlers of that grain, but its chief interest is in the attitude of the Bureau of Chemistry of the Department of Agriculture toward oats, and the indication that this Bureau may at any time assume jurisdiction over all grain moving in interstate commerce.

So it is plain that every dealer, whatever grain he handles, is directly interested in the passage of the Moss Bill known as the Grain Grades Act.

EDITORIAL MENTION

Just think of it, wheat in Russia is selling for 130 kopecks per pood. Well, well!

If the terminals weren't breaking handling records this year they would soon be swamped in grain.

Spain has again lowered the duty on wheat and flour. The wheat duty is now 36.2 cents per 220.46 pounds.

The right kind of an ad in your local paper will bring business. Successful companies are companies that advertise.

On October 23, Winnipeg inspected 4,958 cars of grain. Is there a market in this country that could handle so many?

No chicken comes home to roost more certainly than gossip. Never say anything about a customer or patron unless it is good.

When an elevator handles side lines the manager should know them from A to Izzard. A half-baked salesman is no salesman at all.

Rebiling privileges have been granted by roads in Alabama and other Southern States to grain shippers. Diversified crops are making many changes in the south.

Hereafter grain contracts in Illinois must be in writing and signed. Oral contracts are not enforceable. Use the telegraph, not the telephone, and confirm the order by mail.

One hundred and twenty shillings per ton is asked by ship owners to carry grain from the Pacific Northwest to Europe. And yet the farmers kick because the exporters get so much profit.

The prize corn, enough to sow an acre of ground, was bought at the International Soil Products Exposition at Denver by T. Z. Chang, Chinese Minister of Agriculture, for \$600. Headline suggestion for jingoes, "Yellow Corn Boosts Yellow Peril."

The demand is growing for guaranteed seed. The whole value of seed lies in its purity and germination. If it cannot qualify in these respects it is worthless or worse. Seed dealers should not consider it an imposition that a guarantee is demanded.

On November 29, at St. Louis, hearings will be held on the proposed increase in grain rates and the minimum load. These are holdovers from the Western Rate Case, and it is hoped that they will be finally disposed of in a manner favorable to the trade.

Owners of elevators located on railroad right of way in North Dakota have been taxed for the site. A test case was tried and the court decided that the railroads and not the elevator owners were responsible for the taxes. The case was appealed and now it is up to the

supreme court. Of one thing Dakota shippers can be sure. If they don't pay the taxes direct they will soon do so by increased rental.

Robert Fay, Walter Scholz, and their kind, are largely responsible for the high insurance rates now in force. Destructive agents of this sort should be treated with all the kindness they deserve—and no more.

Do you make the telephone do as much work for you as possible? A suggestion over the phone will stir up sales and, when you have anything to sell, may remind your farmer friend to place his order.

In spite of the Commission which proposes to spend a billion dollars in this country for food and supplies for the French armies, France doesn't seem to be suffering for grain as it has restored the duty on wheat and wheat flour.

Directors of the Rice Growers' Association have fixed the price of Blue Rose rice at \$1.35. Members are required to maintain this price. Perhaps the Kansas growers who have organized a grain price fixing association, think that wheat and corn can be controlled in the same way.

Northwest and Canadian wheat is more than half moved. Never before have elevators, railroads and boat lines worked in closer harmony for handling the crop. Spring wheat is finding ready market. The test will come when the late winter wheat movement begins to press for outlet.

The Chicago Board of Trade has entered a protest against the order requiring the issuance of an export manifest at point of original shipment. This procedure would require costly red tape, delay, and exposure of information which would put all but the largest shippers out of business.

A London firm, George Wills & Sons, Ltd., is reported to have opened an office at Portland, Ore., for forwarding grain and other provisions to the "tight little island." After the war is over the firm contemplates a line of steamers. Just now the Northwest needs the steamers more than the new firm.

George Loftus is reported dying of cancer in a St. Paul hospital. Under the circumstance we can only say that it is unfortunate that the magnetism and genius of the man were not used in a better cause than the Equity Exchange. With his personality there are few heights he could not have reached, but for the mistaken direction of his enthusiasm.

One and three-fourth cents is the maximum charge allowed by the Canadian Grain Commission for elevating and storing grain 15 days in country elevators. The Saskatchewan Co-operative Elevator Company, whose elevators average 100,000 bushels of grain handled, each, submits figures showing that the cost of service is 2.48 cents per bushel. This is much lower than small independent dealers could handle it. Any profit accruing to the elevator must

come from other sources than service. This would seem to be forcing country dealers into the speculating game whether they wished it or not.

State-owned terminal elevators will be built in North Dakota after all if the plans of the N. D. Nonpartisan League are carried out. The league claims a membership of 17,000 and growing fast.

A new corn disease has been discovered in Iowa which threatens five per cent of the crop. Corn doctors (not chiropractors) are trying to identify the disease and discover a remedy. They have not yet tried vaccination.

Quality of new crop corn is interesting dealers throughout the country. Contract grades will be in small volume throughout the winter and shippers should bear this in mind when buying from the farmers. The price of sample corn will be low and losses should be born by the grower, not the shipper.

Gossip has connected the name of the Armour Grain Company with the buying operations of J. P. Morgan & Co. George E. Marcy, president of the Armour Company, denies emphatically any connections. To the trade at large the important thing is the amount of grain shipped abroad, not who handles it.

The British Board of Trade has promised that all wheat ships leaving the United States ports before December 15, will be continued in the trade and will not be requisitioned by the Government. This is cheering news, for the shipping difficulties have been a serious factor in our handling of the crop to advantage.

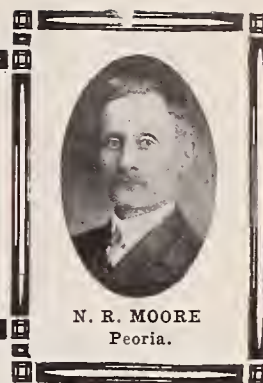
A fleet of grain boats is being instituted for services on the upper Missouri between Decatur and Omaha. Plans are under way for an elevator at the former point to handle water shipments. This along the line of practical work which will ultimately save to the grain trade millions of dollars in freight charges.

Long and short haul rates controversy is again engaging the attention of the Interstate Commerce Commission. Kansas shippers object to the coast to coast rates because they are proportionately lower than intermediate rates. If the growing river traffic makes Kansas to Gulf rates lower than from other points Kansas will probably see a new light.

The old corn theory of the cause of pellagra has been finally laid to rest by Government officials who have caused and then cured the disease by unbalanced and balanced rations. The experiments were tried on convicts who volunteered their services when promised pardon at the end of the experiment. They were first fed for five months on a diet common among the poor families of the South. At the end of this time the disease made its appearance. A diet rich in protein was then administered and the disease disappeared. Corn has carried the opprobrium of this dread malady too long, and it is well to have the ghost thus authoritatively laid.

P. M. INGOLD
Minneapolis.

NEWS OF THE TERMINAL MARKETS

N. R. MOORE
Peoria.

OMAHA EXCHANGE INCORPORATES

The Omaha Grain Exchange has been incorporated with a capital stock of \$500,000 by Frank S. Cowgill, William J. Hynes, Bart Millard and J. B. Swearingen. The Exchange is the owner of the new eighteen-story building in process of construction at Nineteenth and Harney Streets.

TO TRADE IN 1,000-BUSHEL LOTS

A number of commission houses on the Kansas City Grain Exchange are advocating a change in the rules, permitting trading in less than 5,000 bushel lots. It is thought the plan would be of benefit to the smaller elevator operators and millers who hedge their cash grain in the Kansas City market.

PORT PLANS AT PHILADELPHIA

Two modern piers, each costing \$1,000,000 and known as the Southwark piers, were recently officially turned over to the city of Philadelphia. The completion of these piers marks the initial step in the extensive program in port development involving expenditures of approximately \$25,000,000. Mayor Blankenburg, in his speech accepting the piers, said they would play a prominent part in making the port of Philadelphia one of the greatest shipping centers in the world.

TRAFFIC BUREAU SUCCEEDS

The directors of the Louisville Board of Trade at a recent meeting changed the name of the Transportation Committee to the more dignified appellation of Traffic Bureau. The work of the Committee has been of great value to the grain and flour trade of Louisville for the past fifteen years and as the Traffic Bureau its scope will be enlarged so that it may furnish rates, routings, consider overcharges in freight, and, in a word, protect the local shippers' interests when discriminated against by the carriers.

UNITED STATES IN BETTER POSITION THAN LAST YEAR

Concerning the closing of the Suez Canal to merchant ships by the British Government, Pope & Eckhardt Company of Chicago, says: "At a time when it is necessary to move such a tremendous volume of foodstuffs to the other side, the accumulated restrictions against ocean traffic may cause a more serious blockade at the seaboard than was experienced last year; this season the volume is largely Canadian grains and the United States markets are in a much better position to absorb and handle large accumulations at the seaboard and in Western markets."

COARSE GRAINS AT FIRM PRICES

The market for coarse grains has been firm rather than higher recently, and there is a growing feeling that the price of corn may return to high values of last year. The Government preliminary report has been largely discounted, and the trade and speculators are giving attention to the receipts and the excellent demand. The quality of corn is below contract grade, indeed far below, and with an enormous long interest in the December delivery, with little chance for contract corn being available, the market is liable to a sudden upturn on the covering by the short interest. The oats market is showing good strength as the export demand has risen to last year's big volume and until the Argentine crop is ascertained at a large volume, the demand upon

our supplies will keep the accumulation from becoming unduly large.—Clement, Curtis & Co., Chicago, November letter.

JAMES P. GOODRICH FOR GOVERNOR

It is a self-evident truth that a man who has been successful in the grain business in a large way has the requisite qualities for managing the affairs of a state. It is also gratifying that men of the caliber of James P. Goodrich of Winchester, Ind., are allowing their names to be used for high political office. The ship of state can safely sail on with such men on the bridge.

James P. Goodrich of Winchester, who has long been a powerful factor in Republican state politics



JAMES P. GOODRICH

in Indiana, first as State Chairman for nine years and at present as Republican National Committeeman for Indiana, and who has likewise been prominent as a member of the firm of Goodrich Bros. Hay and Grain Company of Winchester, is a candidate for the Republican nomination for governor of Indiana. Mr. Goodrich, besides being well known as a hay and grain dealer, is a lawyer, banker, farmer, business man and all-around man of affairs. Moreover, he has been successful in every enterprise to which he has ever turned his attention.

More important than his large personal success, however, is his familiarity with public questions of all sorts, his unique fitness for executive and administrative responsibilities. No citizen of Indiana has been more active in behalf of worthy public enterprise than Mr. Goodrich and none is possessed of more intimate acquaintance with the varied and complex needs of a state that is half industrial and half agricultural.

As president of the People's Loan and Trust Company of Winchester, James P. Goodrich inaugurated the first corn contest ever held in this country.

He offered prizes for the best corn grown in Randolph County. As a result of the first contest, 34 contestants raised an average of 79.46 bushels to the acre and six contestants awarded prizes, raised an average of 104.72 bushels to the acre. The next year 47 contestants finished the contest with an average yield of 86.9 bushels to the acre, or an increase of 7.44 bushels over the preceding year. These figures stand out in remarkable contrast with the 10-year average yield of corn in Indiana, which is only 36.4 bushels. This year an alfalfa contest is being held under the auspices of Mr. Goodrich's trust company and next year there is to be a hog-raising contest.

It is such achievements as these which have made James P. Goodrich known as a leader of men outside the realm of politics.

As receiver for the old C. C. & L. Railroad, now the Chesapeake & Ohio of Indiana, Mr. Goodrich made a splendid record, developing the property and more than trebling the market value of the company's bonds. His success as receiver of the C. & O. resulted in his appointment as receiver of the Noelke-Richards Iron Works of Indianapolis, another example of brilliant financiering and capable management in which the creditors received practically twice what they had offered to accept in settlement of their claims.

Mr. Goodrich's address before the National Hay Association at Cedar Point in 1910 on the "Relation of Shipper and Carrier," was a keen and careful analysis of the subject which may stand today, after five years, as one of the most comprehensive statements of the case ever given. But he has also been a keen thinker in other channels. His address before the National Conference of Mayors at Philadelphia in 1914, on public utilities and the public, and where, in his analysis of the case of "The Holding Company and the Public Interest," he caused the hall to ring with applause, is regarded as one of the most searching and thorough presentations of a new subject ever made.

The essential point about the candidacy of Mr. Goodrich, in the opinion of those who have known him from his works, is that the gubernatorial shoes are none too big for him. He measures up to the job in all its dimensions.

WILL MAINTAIN INTEGRITY OF STANDARDS

The following resolutions were recently adopted by the New Orleans Board of Trade, Limited, sustaining the position taken by the Board's Inspection Department, in connection with the grading of the present crop:

Whereas, this meeting of the Grain Committee has been called at the request of Mr. W. L. Richeson, chief grain inspector, for the purpose of laying before the Committee certain information and correspondence criticising the action of his Department in refusing to meet alleged changes in the standards governing the inspection of No. 2 hard winter wheat for export, which it is alleged have been made by other grain centers and ports, in permitting the use of tough, mixed, and damaged wheat in large quantities, thus debasing the accepted standards and rendering the wheat unsafe for shipment; and

Whereas, it has been shown that sales made for shipment through New Orleans have been diverted to other ports, a premium having been paid by the shipper for this privilege, and other firms having declared their intention to divert all future business unless the Inspection Department consents to lower its outward standard; therefore,

Be it resolved, that this Committee desires to record its entire approval of the course of our Chief Inspector and his corps of assistants in declining to meet these

demands, and to commend their efforts to maintain the integrity of our standards, even though it has involved the loss of some business to this port, and that the secretary be instructed to mail a copy of these resolutions to the interests involved, assuring them and the public that it is our unalterable determination to uphold the Inspection Department in its every effort to impartially and honestly administer its affairs, and to deal justly with shippers, receivers, sellers and buyers of grain through this port.

PRICE OF MEMBERSHIPS ADVANCE

Memberships in the Milwaukee Chamber of Commerce are now selling at \$100, dues paid for the current fiscal year, as contrasted with the price of \$75.00 a short time ago. Higher prices are still expected, due to the rule adopted a little over a year ago allowing the surrender of memberships, and the payment of the per capita surplus funds of the Chamber of Commerce Association to the member so relinquishing his membership.

THE NOVEMBER CORN VISIBLE

C. A. King & Co. of Toledo say in early November letter: "Weather and price will largely decide. November scored five increases and five decreases past decade. Last November visible scored a small gain, two years ago four millions loss. Crop is large but large crops do not always mean large November receipts. December and January receipts are more apt to reflect the size of the crop. There has been some export demand recently. Will it continue? New Argentine corn will not be available till spring. Visible is now 3,300,000, about same as year ago when it was about an average."

NO TICKER SERVICE ON NEW YORK CONSOLIDATED STOCK EXCHANGE

The Chicago Board of Trade has refused to furnish any longer, its market quotations to the New York Consolidated Stock Exchange, and all grain tickers have been removed from the floor of that organization.

The reason given for this action on the part of the Chicago Board of Trade was that it objected to having its grain quotations scattered over the country by irresponsible members of the stock exchange who were not members and who were unaccountable to the Chicago Board of Trade.

PECULIAR WHEAT HISTORY OF NOVEMBER

The wheat history of November is peculiar. The swings are rarely extended and are usually limited to 6 or 8 cents. In November, 1908, May wheat advanced 5½ net, but this is the best net gain in ten years. The tendency has been for May wheat to develop a small net loss in November. May wheat closed October 30 at 103½.

When November arrives any early wheat damage in Argentina is known and if their crop is progressing in the first half of November serious damage news is unlikely before December. When November arrives the edge normally is off our domestic wheat and flour demand while Europe is quieted by enormous on passage exports.

United States exports of wheat and flour July 1 to November 1, 1915, can be guessed at 85 millions versus 114 last year. Canada has probably exported 50 since July 1 against 31 one year ago. On this basis Canada has probably 180 left for export. Exporting 1915-16 surpluses of United States, Canada, Australia, India and Argentina can still be guessed around 690,000,000 versus 565,000,000 last year.

Primary wheat receipts July 1 to November 1 are 180 millions versus 225 last year; 160 in 1913; 176 in 1912. Even should the 1915 United States wheat crop turn out 880 millions instead of the near one billion guessed by Washington—the primary receipts to date are moderate only and tempt the wheat student to expect a long period of steady wheat arrivals.

The farmer is just completing his first 30 days of fine weather in a four-month period and the amounts of unthreshed wheat are still a record. The new winter wheat acreage is approximated around 35,000,000. The depleted terminal wheat stocks will evidently persist for some weeks. Liberal accumulation of May wheat is indicated on November

declines. November letter of E. W. Wagner & Co., of Chicago, Ill.

CHANGES IN MEMBERSHIP

Chicago.—New members in the Board of Trade are as follows: Chas. A. Pride, Ernest Jacobi, Wm. J. Kelley, Geo. Shaw Greene, Wm. H. T. Foster, John J. Wade, Hans Simon, Grenville D. Braman and Matthew D. Benzaquin. The memberships of the Est. of Elli A. Beach, Est. of Chas. D. Eads, Est. of W. O. Mumford, Benj. F. Hill, the Est. of Thos. D. Foster, the Est. of George Tough, of L. R. Atkins, Fred'k H. Hancock and Chas. M. Armstrong have been transferred. Reported by Secretary J. C. F. Merrill.

Duluth.—Memberships in the Board of Trade have been granted Jno. A. Savage and A. P. Barnes while Jno. A. Stephenson has withdrawn his membership in the same. Reported by Secretary Chas. F. McDonald.

Milwaukee.—David Weinberg, Le Roy L. LaBudde, Walter Schroeder and Wm. J. Zimmers have been granted memberships to the Chamber of Commerce. Those whose memberships have been transferred are: Emil Blankenburg, E. LaBudde, additional, L. D. Richardson and the Est. of E. Borchert, Deceased. Reported by Secretary H. A. Plumb.

New York.—W. C. Schilthuis of Schilthuis & Co., grain merchants, has been elected to membership in the Produce Exchange.

Peoria.—The membership of Frank Morden in the Board of Trade has been transferred to Val Jobst, Jr., of Val Jobst & Sons, general contractors. Reported by Secretary John R. Lofgren.

San Francisco.—J. C. Wilson has resigned from membership in the Grain Trade Association. Reported by Secretary Robert W. Lynch.

TERMINAL NOTES

E. W. Wagner & Co., of Chicago, Ill., have opened an office at Duluth, Minn., with E. Jacobi as manager.

Charles S. Watts, of Minneapolis, Minn., has left the grain business to take an interest in the F. L. Jackson Coal Company of Minneapolis.

The Toledo Grain & Milling Company of Toledo, Ohio, has opened an office in the Jenkins Arcade Building at Pittsburgh, Pa., with D. W. Camp, Jr., in charge.

The Savannah Milling Company of Savannah, Ga., has been incorporated, with a capital stock of \$15,000, by F. G. Beckman and others, to manufacture all by-products for stock feed.

The Chicago Grain Company has been incorporated at Chicago, Ill., with a capital stock of \$25,000. The incorporators are Charles B. Bodestab, Morris Ives and Clarence E. Fox.

Carhart-Code-Harwood Company of Chicago, Ill., have placed Joseph W. Furst in charge of their branch office at Peoria, Ill. Mr. Furst was for many years past with the Peoria firm of J. M. Quinn & Company.

The Alvers & Pollock Commission Company has been incorporated at Omaha, Neb., with a capital stock of \$100,000, to carry on a general grain business. The incorporators are J. W. Alvers and H. W. Pollock.

C. H. Canby, head of C. H. Canby & Co., of Chicago, Ill., has sold his seat on the New York Stock Exchange and while continuing his regular stock business, will in future confine his principal efforts to his grain business.

Bowyer & Co. is a recently organized merchandise brokerage firm at Tampa, Fla. They will confine their sales to the wholesale trade, handling principally hay, grain and grain products. F. C. Bowyer, who formerly conducted a similar business in that market for some eighteen years, is actively connected with the firm.

James Evans, a member of the firm of Evans Bros., grain and stock commission merchants of Pittsburgh, Pa., was recently expelled from the Chicago Board of Trade. It was charged that he had made fictitious reports of trades to customers, as in the active market of the past few months

there have been, it is said, many opportunities for making false reports on trades owing to wide fluctuations.

The first car of new corn at Omaha, Neb., reached that market November 6. It was consigned to the Beal-Vincent Grain Company from Southern Nebraska and graded No. 4 white, selling at 57 cents.

The State Grain Inspection Department of Illinois placed an order in effect on November 1 making legal charge of inspection in Illinois on out grain of 50 cents per 1,000 bushels, or ½ mill per bushel, with no minimum.

A movement is on foot to organize an athletic club on the Chicago Board of Trade. It is planned to use the rooms on the seventh floor that were formerly used by the old athletic club which went out of existence several years ago.

The Winnipeg Grain Company is a new firm incorporated to do general grain business at Winnipeg, Man. The capital is \$100,000 and incorporators are G. H. Smith, E. E. Sharpe, D. A. Stacpoole, L. J. Elliott and W. J. Smith.

A suit filed by the Missouri State Grain Inspection Department to compel the Kansas City Board of Trade and the St. Louis Merchants' Exchange to discontinue their private weighing departments has been postponed until next April.

K. & E. Neumond, Incorporated, of New Orleans, La., dealers in grain and grain products, has been granted a charter to do business in Texas, with headquarters at Galveston. The company also recently established offices in St. Louis, Mo., with F. Marx in charge.

The firm of Bauvais & Co. of Chicago, Ill., has been organized to do a general commission business in grain and provisions. The principals are E. A. Bauvais and J. B. Bourassa, both well known on the Chicago Board of Trade. Offices are in the Board of Trade Building.

The financial statement of the Minneapolis Chamber of Commerce Association for the year ending September 30 was issued late in October, showing a surplus account of \$756,433.36. An amount aggregating \$49,000 in bonds and coupon notes were retired during the year.

The Alder-Stofer Grain Company, with offices in the Chamber of Commerce building, Buffalo, N. Y., filed a petition in bankruptcy in the United States Court at Buffalo late in October. Liabilities are listed at \$20,080.38, with assets of \$1,820.68. T. J. Stofer was a member of the Corn Exchange of Buffalo and went to Buffalo very many years ago from Lafayette, Ind., where he was associated in the grain business with W. W. Alder.

Fred Mayer of J. F. Zahm & Co., of Toledo, Ohio, sent out a memorandum to his friends November 10 to the effect that he would be present at the fall meeting of the Ohio Grain Dealers' Association at Columbus, November 16 and 17. As proof of his intention he sent with the memorandum a metal grip which he maintained he was packing and he expressed the hope that he would have the pleasure of gripping the recipient by the hand there.

It is announced that R. E. Tearse, who has been for years president of the Western Elevator Company of Chicago, will retire permanently from business and will spend the coming winter in Pasadena and Los Angeles, where he has interests. The company of which he was the head bought the Northern Grain Elevators several years ago, and owned about 200 elevators throughout the Northwest, including the 3,000,000-bushel elevator at Manitowoc, Wis. The latter house has been purchased by Bartlett-Frazier Company, of Chicago.

THE recent campaign in Bulgaria and Servia has released traffic on the Danube and quantities of grain barges have made their way into Austria.

THE Canadian Pacific Railroad claims a record day when it loaded 2,033 cars of grain at the stations on its lines in Western Canada. The previous record was 1,675 cars in one day.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of October, 1915:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	7,748,544	2,664,982	2,125,347
Corn, bus.....	119,029	111,083	50
Oats, bus.....	1,700,850	5,924,805	1,710,202
Barley, bus.....	636,969	50,635	580,476
Rye, bus.....	1,360,473	1,415,020	1,325,352
Hay, tons.....	4,572	6,637	899,180
Flour, bbls.....	165,767	167,970	75,128

BUFFALO—Reported by R. C. O'Keefe, secretary of the Chamber of Commerce:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	41,712,648	15,886,004	
Corn, bus.....	677,100	975,550	
Oats, bus.....	742,944	2,666,598	
Barley, bus.....	2,780,238	2,175,540	
Rye, bus.....	904,825	1,388,374	
Flax seed, bus...	952,388		
Flour, bbls.....	1,492,215	1,566,371	

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	5,204,000	8,677,000	3,350,000
Corn, bus.....	8,054,000	5,914,000	5,515,000
Oats, bus.....	12,416,000	17,873,000	10,547,000
Barley, bus.....	2,990,000	4,037,000	516,000
Rye, bus.....	503,000	347,000	513,000
Timothy seed, lbs.	5,578,000	3,469,000	5,283,000
Clover seed, lbs..	1,921,000	596,000	596,000
Other gr. sd., lbs.	3,422,000	3,824,000	1,530,000
Flax seed, bus...	207,000	415,000	4,000
Broom corn, lbs..	3,043,000	2,016,000	1,608,000
Hay, tons.....	19,874	34,412	4,274
Flour, bbls.....	821,000	961,000	707,000

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	866,486	166,394	678,083
Corn, bus.....	402,429	467,573	205,156
Oats, bus.....	729,363	367,765	731,388
Barley, bus.....	109,330	93,263	3,401
Rye, bus.....	107,845	17,863	74,960
Timothy sd., lbs.	10,824	9,465	9,160
Clover sd., lbs..	4,999	3,254	2,162
Other gr. sd., lbs.	3,055	21,624	11,261
Flax seed, bus...	89	15	11
Broom corn, lbs..	63,078	228,138	20,305
Hay, tons.....	10,116	14,068	7,431
Flour, bbls.....	193,709	179,458	118,105

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	23,035,551	12,675,564	19,550,241
Oats, bus.....	1,019,129	2,226,895	695,795
Barley, bus.....	2,851,880	2,101,552	2,896,813
Rye, bus.....	751,460	1,238,552	799,364
Flax seed, bus...	230,927	1,366,770	114,701

GALVESTON—Reported by R. T. Miles, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....			3,089,800

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	306,000	130,000	113,000
Corn, bus.....	935,000	465,000	269,000
Oats, bus.....	744,000	428,000	309,000
Rye, bus.....	31,000	2,000	18,000
Hay, cars.....	199	320	

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	6,698,700	8,407,800	4,580,550
Corn, bus.....	545,000	425,000	395,000
Oats, bus.....	664,700	741,200	177,800
Barley, bus.....	149,800	57,400	142,800
Rye, bus.....	27,500	24,200	28,600
Kaffir corn, bus..	129,800	41,800	116,000
Flax seed, bus...	2,000	5,000	
Hay, tons.....	43,692	27,036	2,364
Flour, bbls.....	21,500	17,750	259,000

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	1,092,500	1,562,125	383,997
Corn, bus.....	660,535	685,950	629,315
Oats, bus.....	3,819,000	4,307,300	2,347,375
Barley, bus.....	1,935,140	2,438,120	618,981
Rye, bus.....	707,100	506,210	348,443
Timothy, sd., lbs.	707,800	177,440	279,806
Clover sd., lbs..	1,378,726	1,125,170	1,375,944
Flax seed, bus...	127,557	88,330	
Hay, tons.....	1,965	2,916	144
Flour, bbls.....	399,010	343,800	517,492

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	23,439,260	17,983,560	7,238,460
Corn, bus.....	368,680	433,440	195,710
Oats, bus.....	7,125,420	4,100,140	4,414,180
Barley, bus.....	5,748,470	4,247,450	4,942,720
Rye, bus.....	1,414,010	845,550	773,640
Flax seed, bus...	1,038,180	1,890,040	80,040
Hay, tons.....	3,828	5,080	237
Flour, bbls.....	106,749	91,531	2,263,744

NEW ORLEANS—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....			1,474,864
Corn, bus.....			118,540
Oats, bus.....			44,035

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	2,719,200	2,035,200	1,376,400
Corn, bus.....	918,000	828,000	446,900
Oats, bus.....	1,479,200	1,871,700	1,071,000
Barley, bus.....	32,200	71,400	2,000
Rye, bus.....	180,400	123,200	109,000

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange.

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	16,337,600	11,714,530	
Corn, bus.....	1,647,400	25,732	
Oats, bus.....	3,988,700	1,173,253	
Barley, bus.....	836,985	861,023	
Rye, bus.....	735,750	722,018	
Timothy sd., bags		400	
Clover sd., bags..	8,660	4,765	
Flax seed, bus...	693,700		
Hay, bales.....	27,343	1,515	
Flour, bbls.....	1,245,264	635,519	

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	410,400	99,000	510,400
Corn, bus.....	2,111,750	733,400	694,885
Oats, bus.....	928,800	820,700	1,120,298
Barley, bus.....	355,000	317,800	146,498
Rye, bus.....	57,400	81,600	54,000
Mill feed, tons...	4,500	6,892	18,871
Flax seed, bus...	425,000	450,000	90,000
Broom corn, lbs..	150,000	75,000	150,000
Hay, tons.....	2,890	1,271	310
Flour, bbls.....	252,000	195,200	245,973

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	4,792,500	3,040,780	3,834,556
Corn, bus.....	122,290	152,418	1,820,554
Oats, bus.....	1,881,278	1,402,102	1,173,299
Barley, bus.....	120,230	64,827	116,983
Rye, bus.....	745,200	70,000	732,328
Timothy sd., bags	1,720	1,237	82,426
Clover sd., bags..	1,660	267	
Flax seed, bus...	810,063	159,400	
Hay, tons.....	5,916	7,040	
Flour, bbls.....	248,133	294,258	99,477

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	4,974,789	3,161,271	3,576,850
Corn, bus.....	1,137,600	1,008,000	1,998,970
Oats, bus.....	1,750,500	1,898,900	504,210
Barley, bus.....	197,570	351,200	621,710
Rye, bus.....	39,600	34,100	1,154,890
Hay, tons.....	19,015	39,470	22,460
Flour, bbls.....	406,380	349,570	25,800

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1915.	1914.	1915.	1914.
Articles.			
Wheat, bus.....	1,877,000	837,000	1,034,800
Corn, bus.....	175,200	127,000	228,600
Oats, bus.....	684,000	328,000	19,000
Barley, bus.....	3,000	5,000	40,100
Rye, bus.....	14,000	9,000	588,500
Timothy sd., bags	5,593	3,524	218,800
Clover sd., bags..	8,658	9,540	
Alsike, bags.....	1,393	861	14,200

THE BLEACHED OATS CONFERENCE

In the conference with the Department of Agriculture on November 8, the grain interests were represented by A. E. Reynolds, Lee G. Metcalf, Chas. D. Jones, J. C. F. Merrill, Henry L. Goemann, H. D. McCord, Lee G. Callahan, Alfred Brandeis, H. W. Danforth, W. T. Cornelison, Tom G. Williams, H. H. Bingham and Chas. Quinn. The question of sulphuring oats was put directly to Secretary Houston, who was present. The brief of the delegates was first presented by Lee G. Metcalf, as follows:

To the Honorable, the Secretary:—The undersigned, comprising farmers, dealers and consumers, respectfully petition your honorable body to take the necessary action to put into effect such a ruling as shall cause the Bureau of Chemistry of the Department of Agriculture to more fully recognize sulphur-bleached grain as a common and fully legitimate article of the commerce of the country. Also to take such action as shall result in said Bureau more fully recognizing the established rules of the state and other established grain inspection departments of the surplus grain states in classifying grain containing a mixture of other grains. In support of our petition, we submit the following brief:

For nearly half a century the practice has obtained in this country of removing weather stain from oats and barley by the use of dioxid sulphur gas. During the past decade and a half, in obedience to an economic necessity, it has become so general and common that now a large percentage of American grown oats in domestic and foreign commerce is so treated. It is well known by the public that large, if not principal, quantities of all bright oats in commerce are bright because of having been treated by this process.

The conservation of values, based on the low figure of 5 cents per bushel, amounts to \$1,000,000 on each 20,000,000 bushels, or a total of \$25,000,000 on the 500,000,000 bushels of oats, carefully computed to be the quantity of the 1915 crop which will pass through the bleaching process. The unit of 5 cents per bushel is believed to be not more than half of the actual recovery. In other words, if the use of the process should be wholly prohibited, the price of the bulk of the entire crop would be 10 cents per bushel, if not more, less than the price paid with the process fully permissible. Therefore, the conservation is more nearly \$50,000,000 on the basis of the 1915 crop. The cost of usable oats is reduced. Without bleaching, the quantity of 1915 oats of satisfactory appearance would be so small the price of such would rise materially. Bleaching results in an abundant supply of well-appearing oats, with the

normal result of evenness of price as against a high price for the bright and a low price for the stained oats.

A practice so highly beneficial financially to a large number, and one which is so well known to the producing and consuming public, should receive the consideration of its merits, which, it is believed, it does not now receive at the hands of the Bureau of Chemistry. The addition of the small quantity of moisture required is declared by the Department to be adulteration. This pronouncement, as made in Circular 145, emanating from the Department in June, 1912, is now believed by farmers, dealers and consumers generally to be purely technical and, in a commercial sense, unsound.

Any common or widely used process becomes common knowledge. This particular practice is commonly known to require the addition of a small quantity of water. It likewise is common knowledge that hard wheats are necessarily slightly moistened before milling, and that such moisture is not dried out of either the flour or the by-products, nor is it claimed that this is adulteration. To require more of shippers of oats than is required of millers is discriminatory. The fact that the addition of a minor quantity of water is required to bleach grain is as well known to the public, if not better known, than is the fact that in milling it is added to hard wheats.

It being well known that moisture is added as a necessity to complete the process, the proper branding of grain so treated, and the statement in the brand of the moisture content, as determined by laboratory test, would communicate to the buyer these facts. The statement made by the Department solicitor, that the consumer would not know that the grain had been bleached is not, from a practical or commercial standpoint, a good argument. The consumer of feeding grains is always in position to judge of the value of any animal food by the results of use—the best test of all. Excessive moisture cannot be hidden in grain. It is self-evident. The moisture content of all grains is variable, separate parcels differing in varying percentages. The Department corn rules provide for a variation of 2 per cent in moisture content in each grade. This is more than the variation in oats before and after bleaching. No attempt is made herein to shield the addition of an undue amount of water. However, the branding of each shipment with its true moisture content, per laboratory test, and the great danger of fermentation and heating while in transit of oats of high moisture content, with consequent money loss, would prevent abuse of this nature. It is a matter which normally takes care of itself.

Again, moisture in grain in excess of a safe storing percentage cannot be hidden. The grain itself, therefore, cannot be used to deceive buyers or consumers. This statement should not be misconstrued to mean that grain has a fixed moisture content. As stated herein, it is variable.

Concealment.—Concealment of material inferiority by bleaching is an impossibility. Minor inferiority may be removed. Grain contaminated by must or mould cannot be made to resemble, to the point of deception, sound grain. Such grain may be improved in appearance. The removal of stain and increased safety of use by destroying germs liable to cause injury in feeding is all that is accomplished by the process. Common knowledge that a major portion of all oats in commerce are bleached is a sufficient notice to consumers that weather-stain has probably been removed and that possible minor inherent disability has been modified by use of sulphur fumes. Therefore, there remains no concealment of inferiority.

It is widely and generally known that the present crop is deeply weather and soil stained and damaged. Therefore, the mere offering of bright oats is a good notice of the artificial removal of weather stain. Material inferiority affecting the real value of grain cannot be hidden. The simple matter of tearing away of the husk discloses the true condition as to soundness of the meat of the kernel. Protection of the buyer against concealment is present in every instance, and no one need remain ignorant. It, therefore, is not concealment as alleged by the Department officials.

Branding of Mixed Grains.—Grain in commerce has always embraced that which is pure and mixtures of two or more grains in all possible proportions. Mixtures of two or more grains is primarily confined to those of annual growth, those which are spring seeded, a common cause being volunteer growth from scattered seed of another grain from the crop of the preceding year. This, slight, perhaps, at first, through successive plantings of the same mixture, with further annual volunteer growth mixtures, results in wheat, oats, rye and barley all being numerous found in very abundant proportions, ordinarily with one of the four largely predominating.

There are good economic reasons for growing a mixture for home use. Accidents while in elevators or in transit and similar incidents is another cause. Mixing in accordance with a contract providing for mixed grain is a prominent cause. Europeans have long practiced growing grain in mixture and well know the value of the addition of barley to oats. They uniformly want heavy oats because of being accustomed to them, and do not object to barley, being accustomed to its use in mixture. Ocean freight charges also dictate the shipment of heavy grain (50,000 bushels of 40-pound

test oats and 40,000 bushels of 32-pound test occupy equal space). Freight is now 42 cents per bushel.

The mixture of any of the four grains named, commonly found in mixture cannot be concealed. A novice may discern at a superficial glance the presence of even a minor mixture of any of them, possibly excepting rye with wheat, this being less easy because of their similarity.

The large primary markets are nearly all situated in surplus grain states having grain inspection departments operated by the state under the provisions of a state law. These rules provide for classifying mixed grain without denominating the same a mixture. Such grain is given a grade of the grain predominating. For example: The Illinois State Department rules provide that No. 3 white oats shall not contain more than 3 per cent of dirt and 5 per cent of other grain. That which state authority creates is entitled to recognition. If it certifies that a given parcel of grain is No. 3 white oats, although it may carry 5 per cent of barley, and does not require that fact to be stated, there is no reason why the Department of Agriculture should seek to penalize the shipper of it in interstate commerce, because the fact is not declared.

The United States Circuit Court of Appeals said, in deciding the Hall-Baker case, a charge of misbranding of mixed grain that, "The act of Congress (the Pure Food and Drugs Act) was not enacted to catch and punish merchants who are conducting their business by customary and approved methods, with no intent to deceive purchasers, or to injure the public health, or for the mistakes of third persons over whom they have no control, nor for trivial errors of their own, which at first blush may seem to bring their action within the inhibition of the law but by which in reality they violate neither its letter nor its spirit.

The grain merchants are clearly entitled to freedom from annoyance by the Department inspectors while acting within the application of the sound principles laid down by the court. They may, as a clear legal right, ship oats with 5 per cent of barley, if graded No. 3 white oats by a state or other well recognized authority performing a public function, and do so without branding such shipments "Oats and barley mixed." Nor do these state departments make any distinction between grain mixed by volunteer growth, accidents of handling or of transit, and that designedly done. The fact, not the method whereby the fact is accomplished, is only worthy of consideration. The Bureau of Chemistry officials do not so rule, and make a clear distinction between mixtures grown as such, intentionally or not, and those occurring after growth, by design, in accordance with a contract or otherwise.

Secretaries Wilson and Nagle, sitting as a Board of Control, both affirmed in the presence of more than 80 delegates of farmers and dealers, in Washington in February, 1912, when appealed to for a ruling under the provisions of the Pure Food and Drugs Act that, "It does not apply to soil products in their raw or natural form." This being true, mixtures of grain which easily declare themselves to all, should not be required to be branded. Such present requirement of the Department in its construction of the Pure Food and Drugs Act is contrary to the long established practice of the commerce of the country under the inspection laws and rules of the several states and departments, as well as being contrary to the pronouncement of the Secretaries herein cited. That only which is concealed should be required to be branded. Graded grain moving on the basis of its official classification by established departments should not be interfered with, as per the decision in the Hall-Baker case already referred to; nor should mixtures which declare themselves, if not so graded, ever be the subject of seizure by the Department inspectors because of misbranding.

Your petitioners realize the limitations of a written brief, necessarily much abbreviated, and will, at the pleasure of your Honorable Board, if so advised, delegate representatives to appear before you at such time as may best suit your convenience.

Various phases of the question were presented by different grain men and every handler of oats, from the farmer, represented by Mr. Danforth, to the feeder showed how the process was of benefit. Finally all the points were gathered together and presented in a masterly manner by C. D. Jones.

Secretary Houston gave no final answer, but stated that the Department did not wish to interfere with any legitimate business at any time. This is the only assurance the grain dealers were able to get, and it is rather meager comfort when such a vast business is at stake.

GOVERNMENT owned elevators in Canada now have a total capacity of 22,500,000 bushels. These have all been built since 1911.

THE PLAINS of Western Texas and Eastern New Mexico have jumped into grain prominence recently. Ten years ago not a pound of grain was shipped out of the territory. Last year nearly 10,000 cars were shipped out over the Santa Fe alone, and this year the record will be surpassed.

A CURIOUS WHEEL

BY FELIX J. KOCH.

The great exposition at San Diego, Cal., has been replete with all manner of things strange and curious, of course, and not the least attractive of these was the use of a wheel as a medium for display of grain.

Of course the wheel was neatly covered over, to begin with, in order to permit of its decoration with the exhibits to advantage. This done, then, the grains to be shown were arranged in bunches—bunches, one is tempted to call them; each of exactly the same size. The bunches, in their turn, were set to the respective spokes of the wheel, in such wise that when all had been put in place, the wheel appeared a great, round surface, segmented into so many sections and resembling, at a distance, nothing quite so much as a huge and freshly cut pie.

The very oddity of it all attracted the attention of the passing throngs; leading them to investigate

almost routed our flag from the high seas. The first step in constructive work along this line rests with a reconsideration of the bill. An excellent plan of doing this was recently proposed by the Foreign Trade Council, a group of representative business men with interests in the foreign trade, as follows:

"1. That Congress establish a permanent shipping board, composed of five members, who shall be men experienced in shipping and foreign trade. This board shall recommend to Congress such revision and modernization of all United States laws relating to shipping as it deems necessary and shall permanently discharge all the functions of the Federal Government relating thereto. This board shall constitute a permanent advisory body empowered to recommend to Congress the measures necessary for the maintenance of United States shipping upon an equitable competitive basis with other nations, always having due regard for the maintenance of American standards of living and compensation, and keeping in view the needs of the national defense and the necessities of the foreign trade. To this end the board should be directed to ascertain the cost of construction and operation, rates of



A GRAIN EXHIBIT OF KANSAS AT SAN DIEGO

and so bringing home to them the fact that in the given section of Kansas which was thus to be advertised, here in the Kansas Building, there was raised—we give them as they came—white-hulled Kaffir corn, standard Kaffir, sumac-cane seed, yellow milo, sudan grass, Frederica Kaffir, white milo, black amber, dwarf Kaffir, black cane, red amber, freed sorghum, red Kaffir-shells and Jerusalem corn.

The wheel was kept in rotation by means of electricity, and the kaleidoscopic play of the colors, thanks to the bunches of bloom, went to form one of the most unique displays of the fair.

THE SHIPPING PROBLEM

The problem of American shipping is one which affects nearly all the grain interests of the country, as the disposal of our surplus grain is of prime importance in the market value of all the grain. There is every indication that shipping matters will be prominent in the next Congress. The administration Ship Purchase Bill will be reintroduced if we may believe the news items from Washington. This measure was generally condemned last year when it received so much attention at the National Capitol, and nothing has transpired to bring it into greater favor now. As an alternative proposition a direct subsidy may be suggested. This is unthinkable for a majority of the nation as it is the most obnoxious form of creating special privilege.

Foreign freight transportation should and could be made profitable and a rich field for investment of capital. The Seamen's Bill has discouraged what enterprise there was in the business and has

interest on shipping mortgages, insurance rates, etc., of American shipping as compared with that of other nations, and it should be its duty to determine what line of ocean-carrying trade shall be permanently developed under the American flag for the benefit of the foreign commerce of the United States, and to recommend methods whereby such lines may be rendered possible, in the event of the cost of their operation preventing effective competition with foreign services in the same zone.

"2. That the board bring to the attention of Congress the necessity for modifications of the speed requirements of the Mail Act of 1891 in special cases, so that the establishment of mail communications with South America, South Africa, Australasia and the Far East may be considered from the several points of view of the cost of operation of such lines and of the speeds at which it is desirable that these lines be maintained.

"3. That the board so constituted shall likewise report upon the measures necessary to render investment in American shipping safe and attractive to private capital, and to increase the present resources of our systems of credit, as by the establishment of mortgage banks, to supply funds to the shipping industry for financing the construction of tonnage, and to throw around shipping mortgages such protection as to remove any apprehension on the part of investors regarding the safety of shipping propositions.

"4. That the President be empowered to suspend the operation of such of the provisions of the Seamen's Act (applicable to American vessels, November 4, 1915; foreign vessels, March 4, 1915), as he may consider detrimental to the interest of American shipping, until Congress, having before it the advice of the shipping board, has revised and modernized the United States navigation laws; or if this suspension be deemed not expedient by Congress, then that Section 13 of the Seamen's Act be amended so as to eliminate the language test and the minimum percentages of able seamen among the deck crew, substituting therefore provisions equivalent to the requirements of the British Merchant Shipping Act.

TRADE NOTES

The Ellis Drier Company has just completed driers for the Union Terminal Railway at St. Joseph, Mo., the Chicago & Alton Railway at Kansas City, Mo., and J. W. Smith & Co., of Pittsburgh, Pa.

The Automatic Package Scales Company of Louisville, Ky., has been incorporated, with a capital stock of \$10,000, by C. A. Edinger, William E. Edinger, Oscar W. Edinger and H. J. Zanone. The three Edingers are members of the grain firm of Edinger & Co., of Louisville.

Now that the feed grinding season is here, the Nordyke & Marmon Company of Indianapolis, Ind., calls attention to its three pair high mill. It is specially designed for grinding feed, table corn meal, pearl meal, linseed, etc., and grinds extremely fine, medium or coarse as wished. A full description of the mill appears in the company's book on mills, No. 1290, and a penny postal will bring a copy.

Grain elevator owners are beginning to appreciate the value of the Zeleny Thermometer System for reading the temperature of grain in storage. This is proved by the fact that the Western Fire Appliance Works of Chicago, Ill., have equipped 450 tanks within the last 12 months, several of their orders coming from elevator owners who have tried out the system and know that it performs a valuable service. Catalog No. 4 tells all about the system and it will be mailed anywhere on request.

The Richardson Scale Company of Passaic, N. J., which has hitherto confined its business entirely to the manufacture of automatic scales, will, after December 10, be prepared to furnish the trade a complete line of standard scales at their new factory, which will be located at Kansas City, Mo. They will manufacture a complete line of hopper scales, portable scales and warehouse dormant scales and will pay particular attention to their motor truck scale for which they announce there has been a recent large demand.

A belt 1,443 feet long, 36 inches wide and weighing 11,983 pounds, is certainly a husky proposition, as stated in our last issue of the belt for the California Hawaiian Sugar Refining Company and manufactured by the B. F. Goodrich Company of Akron, Ohio. While the work done on this belt is exceptional, yet Goodrich Grain Belts in the smaller as well as large grain elevators, have proven their merit beyond question as "work units" difficult to equal. The main factories of the company are in Akron, Ohio, with branch offices in all principal cities.

Vice-President D. A. Moulton of the Corn Exchange National Bank of Chicago, Ill., in a recent interview, said there was an unmistakable improvement in business, save the banking business, where rates were too low to allow of any profit. The bank solicits the accounts of grain elevator operators and commission merchants throughout the country and issues foreign exchange, cable transfers and letters of credit. The Corn Exchange is one of the sound financial institutions of Chicago, having a capital of \$3,000,000, surplus of \$5,000,000 and undivided profits of \$1,500,000.

The Mutual Fire Prevention Bureau of Oxford, Mich., performs a service the value of which is recognized by grain dealers everywhere. The efforts of the Bureau are concentrated on eliminating fire hazards, thus reducing the cost of insurance to a minimum. With this object in view they ask the co-operation of the dealer in arriving at the actual causes of fires, provide and maintain protection against them. They also ask the elevator owner and operator to make frequent, careful investigations regarding the condition of their property from

a fire prevention standpoint and if any fire hazards exist, take immediate steps to eliminate them. The Bureau furnishes free advice about the protection of property to all policyholders in the various companies which it represents.

One of the most comprehensive books that has reached us this year on special machines for grain elevators and general elevator equipments, comes from the B. S. Constant Manufacturing Company of Bloomington, Ill. It is the recently published catalog No. 3 and is bound in heavy cloth, comprising nearly 200 pages, profusely illustrated, completely indexed, with special descriptions of the well-known United States Corn Shellers, United States Grain Cleaners, and United States Grain Graders and Cleaners and patented chain grain conveyors and feeders. An unusual amount of useful information completes the catalog, which makes it a handy reference volume about the plant as well as an instructor in a number of invaluable machines and general power transmission machinery.

PROFITS IN POULTRY FEED

Although the manufacture of poultry feed is by no means a new industry, its money-making possibilities are just beginning to be realized. As an adjunct to the grain business it is ideal and grain elevator



THE ECONOMY CRACKED CORN SEPARATOR AND GRADER

operators generally acknowledge that it is one of their best side lines. However, the problems that confront the would-be poultry feed maker are by no means as simple as they were in days of yore. In the first place, the poultry raiser has become educated as to his requirements. He knows pretty exactly what he wants. Secondly, reports spread by the U. S. Department of Agriculture emphasize the importance of keeping the feed up to a certain standard. It must be kept free of bran, meal and dirt and graded according to size, so that the highest nutritive value can be obtained.

It is obvious, therefore, that special equipment is necessary for turning out a successful brand of poultry feed. Of the many machines made for this purpose, none has achieved a better reputation than the Economy Cracked Corn Separator and Grader, made by The Grain Machinery Company of North Vernon, Ind. Its good points may be summarized as follows: Low first cost, small floor space required, minimum power to operate, great capacity, light weight, easy installation and efficient operation. It must do the work or The Grain Machinery Company could under no consideration put out the machine on a free trial offer, which is the policy the firm is following. Grain dealers who wish further information and details of construction and operation of this high-grade machine should write to the manufacturers for a copy of their recent descriptive bulletin, which will gladly be sent upon request.

HESS DRIERS AT BALTIMORE

The drying facilities of the export elevators at Baltimore have been materially increased this season by the addition of Hess Driers. The new Hess Drier at the Western Maryland Elevator, Port Covington, has just been completed and is ready for operation. The workmen have been transferred to the Baltimore & Ohio Elevator "B," at Locust Point, where a new Hess Drier and Cooler No. 10 is under construction. Several car loads have already been shipped and it is expected that the drier will be ready for use December 5, which will be record time for the installing of a drier of this size, for the contract was closed November 1. This drier is a duplicate of the Hess Drier installed some years ago at Elevator "A," Locust Point, but includes a number of modern additions and improvements, such as double cooling chamber, automatic registering thermometers, etc.

The new drier will be divided into three independent units which may be operated on separate lots of grain or on different kinds of grain. When this drier is completed, the Baltimore & Ohio Railroad Hess Driers will have a capacity approximating 100,000 bushels of corn daily, making what is declared to be the largest drying equipment thus far installed in the United States, which means in the world, for there are no drying equipments of considerable size outside of the United States. The very moist condition of corn throughout the entire corn raising country this year and the increasing stringency of inspections and of the requirements of buyers, have standardized drying equipments.

SULPHURED OATS PRONOUNCEMENT

The Department of Agriculture, under date of November 4, made the following statement in regard to Bleached Oats. This pronouncement was made before the conference with Secretary Houston, but is the latest official statement issued. It reads as follows:

The Department of Agriculture has been requested to define its position with respect to the application of the Federal Food and Drugs Act to the transportation in interstate commerce of oats which have been bleached with sulphur dioxide and contain added water, due to the bleaching process. This request was accompanied by a request for a modification or suspension of Food Inspection Decision 145, issued July 9, 1912. It was represented that this decision has become of great importance on account of the condition of this season's crop of oats, due to the unusual weather which has prevailed in the sections of the country where oats are grown. It was also stated that the average moisture content of the present season's crop of oats was abnormally high.

Under the Federal Food and Drugs Act, oats in common with other articles of food are adulterated if they are "mixed, colored, powdered, coated or stained in a manner whereby damage or inferiority is concealed." Investigations of the Department of Agriculture show that the bleaching of oats which are moldy, partly fermented, or otherwise damaged, serves to conceal damage or inferiority. These conclusions of the department have been confirmed by the statements made at a recent hearing accorded by the Bureau. Damaged oats and oats of inferior quality which have been bleached or otherwise treated so as to make them resemble those of higher grade or quality, in the opinion of the Department, are adulterated within the meaning of the Federal Food and Drugs Act.

It is uncontroverted that moisture is added to oats in the process of bleaching with sulphur dioxide. Oats which contain added moisture, in the opinion of the Department, are also adulterated. The shipment in interstate commerce of oats which are adulterated on account either of treatment whereby damage or inferiority is concealed or by the presence of added water is prohibited by the Act.

Neither the representation that a large proportion of this season's crop of oats is of inferior quality nor the representation that the average moisture content of the season's crop of oats is unusually high affords any sound basis for relaxing the vigilance of the Department's inspectors. The Department, therefore, gives warning that the transportation and sale in interstate commerce of damaged oats of inferior quality which have been bleached or otherwise treated so as to conceal damage or inferiority or of oats which have had their weight increased by the addition of water will be regarded as in violation of the Federal Food and Drugs Act, and proceedings under the act will be instituted in all cases where sufficient evidence is obtained to justify such action.

NEWS LETTERS

BUFFALO

ELMER M. HILL CORRESPONDENT

THE approval by the voters of New York State at the general election of the \$27,000,000 bond issue to complete the Erie Barge Canal between Buffalo and Albany, connecting Lake Erie with the Hudson River, will mean the completion of this enlarged waterway within the next two years. Contracts will soon be awarded for the uncompleted sections of the canal, so that within two years a new type of steam freight barge will be able to carry grain and other freight from the upper lakes to the Atlantic Seaboard without change via the canal route to Albany and down the improved Hudson River to New York.

* * *

Grain scoopers employed at the new Concrete Elevator on the Buffalo River set a new record for earning capacity during one week of October when 55 of them received an average of \$102 for the week's work. The unprecedented rush of grain to that elevator during the week compelled the men to work night and day for the entire seven days during the week, only resting 30 minutes during the entire 24 hours. Employees at several other houses made almost as much money as those at the Concrete.

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The Pillsbury milling interests of Minneapolis are contemplating the construction of a mammoth elevator and flour mill in the Buffalo harbor. Agents of the firm have made an offer of \$325,000 for three islands off the foot of Main Street as a site for the proposed structures, providing, however, the city will allow the islands to be connected with the mainland extension of Ganson Street by means of a bridge. If the islands are acquired the firm's representatives say the Pillsbury interests will erect a 3,000,000-bushel elevator and one of the largest flour mills in the world.

* * *

The Alder-Stofer Grain Company, of which Thomas J. Stofer was president, filed a voluntary petition in bankruptcy in the United States District Court last month, in which the schedules showed total unsecured liabilities of \$20,080.38, with \$1,820 in assets, of which \$861 is personal property and \$23 debts due from grain merchants. Most of the creditors are Eastern grain commission merchants, based upon claims for damage for failure of the bankrupt to complete sales of grain. The Alder-Stofer Grain Company has been in business in Buffalo with offices in the Chamber of Commerce Building for many years. They were members of the Buffalo Corn Exchange and the Chamber of Commerce and Board of Trade. The matter has been referred to James W. Persons, referee in bankruptcy for the western district of New York. Already a number of claims have been filed and allowed by the court. The assets are not sufficient to pay any dividends.

* * *

Henry W. Boehn of Ann Arbor, Mich., a feed merchant, was seriously, if not fatally, injured when a high-power touring car in which he was riding turned turtle at Death Curve in the Williamsville Road, north of the Buffalo city line. Boehn was taken to the Sisters' Hospital, suffering from a fracture of the skull, a broken right shoulder and severe

scalp cuts. He was attempting to pass another machine going in the same direction when the accident occurred.

* * *

With the down-bound ore movement heavier than ever before and with tens of millions of bushels of golden grain lying in elevators at Duluth, Superior, Fort William, Port Arthur and Chicago, the tonnage situation has assumed serious proportions. Every available vessel has been pressed into service and ship-owners are getting more for one down-bound trip with grain than they got in two round trips last season and for many seasons past.

Vesselmen are slow in contracting for storage cargoes at Lake Erie ports because they believe the rates will go higher than six cents, which has been offered in many instances. Some capacity has been tied up on this figure but there has been little chartering done on this rate during the last few weeks. In other years owners were glad of the opportunity to hold cargoes for 2¾ or 3 cents per bushel and midseason carrying charges in other years have been as low as a quarter of a cent a bushel—a half a cent being considered almost exorbitant.

Probably one reason why the rates are higher this year is the size of the crop to be moved forward and the desire of shippers to get it to seaboard points by the close of navigation or before the fall gales begin to sweep the Great Lakes causing death and destruction, but the predominating reason for the increased carrying charges is the scarcity of tonnage due to the removal from the Great Lakes of an unusually large number of ships to replace Atlantic Ocean vessels, destroyed by submarines and mines, and to handle the trade between Canada and Great Britain.

CINCINNATI

K. C. GRAIN - - CORRESPONDENT

THE rather unexpected result of the vote on the prohibition amendment proposed at the recent election has cast a decided gloom over liquor men and their friends, including the considerable number of grain men who do a good business in corn, rye and barley with the distillers and brewers. The proposed amendment did not carry, by nearly 60,000 votes, and this, at a glance, would not appear to be any matter for gloom. The dissatisfaction of the liberals with the vote, however, lies in the fact that the majority of last year on the same question was reduced by about 26,000; and while the optimists point out that as long as the sentiment of the state is as pronounced against prohibition as a majority of 60,000 indicates there is no cause for worry, the feeling is still general that in time the question may carry. This feeling is emphasized by the failure of the so-called "stability amendment," which would have had the effect of preventing for a period of six years a vote on a measure twice rejected by the people under the initiative or referendum. This would have postponed the next prohibition election for six years; but its failure to carry makes it virtually certain that the question will be up again next year, and the next.

* * *

The new grain elevator of the Early & Daniel Company, which is now virtually complete, with the

exception of the installation of the equipment, is one of the handsomest structures of its sort in the city. H. L. Early, one of the officers of the company, stated recently that the plant will be occupied and in operation about December 1.

* * *

The coming meeting of the Grain and Hay Exchange which will be held, as usual, on the third Tuesday of the month, November 16, promises to be one of considerable interest, as several matters of importance are scheduled for discussion, and the advance of the season has itself furnished topics for talk. The October meeting, which was held on the 19th, was without special incident save the excellent dinner which is always a drawing card at these monthly gatherings.

* * *

Grain men shipping distillers' dried grain and similar commodities to distillery points in Kentucky were much pleased with the recent decision of the Interstate Commerce Commission, ordering the re-establishment by the Louisville & Nashville Railroad Company of the rates in effect prior to 1910 from Cincinnati and Louisville to various Kentucky points. The rates thus placed again in effect were special rates which had been in force for more than 30 years, and were advanced on the motion of the railroads in 1910. It appeared in the evidence before the Commission that about 80,771,000 pounds of grain moved from Cincinnati over the Louisville & Nashville to the Kentucky points covered in 1914 and about two and a half times this amount from Louisville, so that it can be seen that the reductions, which range from one cent to three cents per 100 pounds, amount to a good deal on a year's business.

* * *

The fact that even the good-natured and patient grain man occasionally decides that there is an end to accommodation is illustrated by a suit filed by Joseph Heuermann, a well-known member of the hay and grain trade in Cincinnati. Mr. Heuermann recently obtained a judgment in the municipal court against the Hollaender Plumbing Company for \$242.30 for feed furnished, and found himself unable to realize anything on it on account of the devious means pursued by Walter S. Hollaender to dispose of his visible assets. The grain man has accordingly asked for a receiver for the business and he will probably prevail in this request.

* * *

The plant of the Tranchant & Fennell Company at Osborn, Ohio, including both the flour mill and the grain elevator, was destroyed by fire on November 1, with a loss of about \$50,000, according to estimates made at the time. The origin of the blaze was not determined. Lack of fire fighting appliances enabled the fire to spread to a point where it was uncontrollable, as far as the buildings mentioned were concerned, but firemen from Dayton, hurried to the scene by rail, arrived in time to prevent the further spread of the blaze.

* * *

Work has been started at Hamilton, Ohio, on the new grain elevator of Payne & Eikenberry, which will consist of an elevator of 50,000 bushels' capacity, with a warehouse for hay and feed 42 by 110 feet, two stories in height. The equipment is to be modern in every respect, and it is promised that the plant when completed will be one of the most up-to-date in southern Ohio. It is hoped that the work can be finished by January 1, as the firm plans to give a big dance in the warehouse Christmas if

construction is sufficiently advanced for that purpose.

* * *

According to estimates announced by the State Board of Agriculture as of November 9, the wheat yield in Ohio will be much smaller in 1916 than this year, the acreage being only 82 per cent of that of a year ago. The estimated area for the coming year is 1,592,129 acres, as against 1,930,111 a year ago. The average condition of seed is fixed at 86 per cent of the average, dry weather being held responsible for this. Alfalfa crops for the year were reported as good, three cuttings being the general rule, with an increased acreage of 60,000. The rye sowed this fall promises a lighter crop, and the condition is only 88 per cent. Corn prospects are placed at 92 per cent, buckwheat 93 per cent and clover seed 45 per cent.

* * *

The 1915 contest of the boy corn-growers of Ohio has reached its end, so far as the labors of the youngsters are concerned, as November 10 was fixed by the State Agricultural Commission as the last judging day for the work of the competitors. All corn had to be husked and judged, and the records forwarded to J. R. Clarke, manager of the contest, at Columbus, by midnight of the tenth, in order to be considered in the contest. The trip which is to reward the victors will start on November 29, and six trains will carry the boys and girls, starting from Cleveland, Cincinnati, Columbus, Van Wert, Toledo and Marietta. Various attractive features, ranging from special prizes offered by a Philadelphia bank to a possible introduction to the president, will make the trip East memorable, and impress upon the minds of the winners the fact that it is worth while to grow good corn.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

EVIDENCE of the enormous movement of grain to the markets so far this season was furnished in receipts of 27,888,000 bushels of grain at Duluth elevators during October. This was an increase of 8,279,000 bushels over the same month last year, and it came within 300,000 bushels of the record tally set in 1912, when the harvest in the Northwest was a record one.

Thus far no congestion has developed at the terminals here and none is expected from now on till the close of the navigation season. The present satisfactory status of the grain movement at this point has been due to co-operation between the elevator men and the railroads. Elevators here are operating with the largest forces in their histories, and every effort has been made to facilitate the unloading of cars. Records of the last few weeks show that of the loaded cars switched into the elevators one day, a large proportion by the following day have either been transferred to the coal docks to be loaded with fuel supplies for the West, or they have been despatched on the way back to the wheat fields to be loaded up again.

Members of the Duluth Board of Trade unite in the statement that never has the all-round dispatch been so good as it has been so far this season. They are all, moreover, disposed to give the Buffalo elevator interests full credit for their expeditious handling of the enormous flow of grain there this fall in spite of the congestion at the seaboard. This is in direct contrast to last year when the dispatch given in unloading steamers became uncertain during the latter part of October. The betterment is ascribed to the new plants placed in commission there this fall.

* * *

Stocks of all grains being carried in Duluth elevators are now approximately 12,000,000 bushels, or slightly more than 35 per cent of their available

capacity. From the present outlook it is thought that supplies will increase materially during the next 10 days, but confidence is expressed that shipments thereafter will be on a sufficient scale to clean up supplies before the close of the navigation season.

The position of the elevators in the way of present stocks to their individual capacities is about as follows: Consolidated, 30 per cent of its 10,000,000 bushels capacity filled; Great Northern, 2,000,000 bushels in store out of 7,000,000 bushels available storage; Superior Terminal elevators have 4,000,000 bushels of their 4,300,000 bushels capacity filled. The grain in store has all been sold for eastern shipment; Globe Elevator, 30 per cent of 700,000 bushels capacity filled; Itasca Elevator, capacity of 1,250,000 bushels, now all practically taken up with coarse grains. Loadings, however, have been arranged for in sufficient volume to avoid a blockade; Capitol Elevator, 50 per cent of 1,500,000 bushels capacity filled.

* * *

Reports of Duluth grain men from correspondents through Minnesota, the Dakotas and Montana are most encouraging. It is conceded that the supplies of grain available in those states are only just in the initial stages of tapping. Grain growers in the older districts are showing a disposition to hold back for higher prices, as they have marketed sufficient quantities to liquidate their pressing liabilities. In the new agricultural districts, however, deliveries are heavy by reason largely of farmers not being in a position financially to hang on. In the general round-up though country receipts are heavy, making 900-car days at the Duluth terminals quite the regular thing. Activity in grain handling is expected to become more marked from now on till the close of the season of navigation.

* * *

A pleasing development during the last three weeks is the marked improvement showing in the condition of the grain being received here. That is a result of the favorable weather for threshing that has prevailed over the West during the past month. Where early in October 60 per cent of the wheat inspected here was off-grade owing to dampness, all but a small proportion of it is now running Nos. 1, 2 and 3 northern, and the difficulty in handling it has been lightened accordingly.

In the eastern portions of North Dakota and the older sections of Minnesota, it is estimated that all but a small percentage of the wheat is now threshed, but in the western districts of North Dakota the proportion gathered in is placed at 70 per cent.

* * *

E. H. Pugh of the North Dakota Grain Company has returned from a trip over that state. He avers that wheat holdings of farmers are so large that marketings in heavy volume may be expected to continue all winter. The long-drawn-out spell of rainy weather came at a bad period, just after cutting, and with the subsequent rush to save the crop plowing operations became largely neglected. The acreage plowed this fall is as a consequence certain to be greatly reduced from last year's record, even should cold weather hold off for a time.

* * *

Steamer freight rates from the Head of the Lakes to Buffalo have flopped about in an uncertain way this fall. As had been predicted, the 6-cent rate set early last month failed to hold. Shippers refused to meet the figure and a break to 4 cents followed. In the last few days an advance was made to 5 cents, and a few charters were made. Grain men have since held back in the belief that lower rates would prevail in the event of some of the ore carriers being released for the grain trade at the close of their season, about November 15. Today boat space was offered at 4½ cents, with no business reported.

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Inquiry for oats has shown marked activity of late, according to W. C. Mitchell of Randall, Gee & Mitchell Company. That house has handled a large

tonnage of oats and other coarse grains so far this season and its merchandising of wheat from customers over the West has been heavy. Mr. Mitchell predicts that a big tonnage of Canadian lower-grade wheat will be sold to millers here for mixing purposes during the next few months. So far many cars have been handled at Duluth, and the transactions have been regarded as satisfactory to both Canadian shippers and mill men.

* * *

R. M. White, of the White Grain Company, predicts that all-rail shipments of grain from Duluth will be the heaviest ever witnessed during the coming winter months. His firm is already making large shipments to the East and Southeast. On the average he finds that the oats being marketed here this fall are of a uniformly high quality. The hay trade has also improved materially during the last two months, sales through the Minnesota logging territory being the best in three years.

PHILADELPHIA

E. R. SIEWERS - - CORRESPONDENT

THE Philadelphia & Reading Railway, it is said, has under contemplation the erection of a mammoth concrete and steel export elevator to be located at the Port Richmond wharves with a maximum capacity of from 2,500,000 to 3,000,000 bushels of grain, one of the largest export grain elevators along the Atlantic Coast. The present Port Richmond grain elevator has a capacity of 1,500,000 bushels, a receiving capacity in cars every 10 hours of 250, and a delivery capacity in bushels every 10 hours of 600,000. It is to be equipped in the most up-to-date manner with every modern facility under the expectation that Philadelphia will eventually become the greatest and most important grain exporting port along the entire seaboard, and it is further claimed that the erection of a grain elevator of such dimensions would be one of the most influential factors in attracting an immense volume of export grain trade to this city.

* * *

The big Girard Point Elevator of the Pennsylvania Railroad is hurrying to completion a much needed annex to its 1,000,000-bushel plant which was supposed to be capacious enough for the fullest lines of export grain trade. This annex which will soon be finished will provide an additional capacity to the entire plant of 1,000,000 bushels of grain. The foundation is up, covering 3,900 piles, some of which were 60 feet long and have been sunk to the bed rock bottom. A heavy layer of concrete six feet thick will start the basic portion of the building. A small army of carpenters are now busy at work on the wooden molds that are to be used in forming the series of concrete circular grain bins similar to those now in use in the main new elevator, the construction and facilities of which is regarded by the large grain exporters to be one of the greatest grain establishments of its kind.

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Some of the hay receivers here are getting large quantities of hay from the West of late but the quality is not up to the usual high standard.

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Several leading grain men here favor the extension of the Grain Dealers' National Association into an international body or with a connecting foreign branch.

* * *

The last week in October was regarded here as a record-breaker for export grain, some seven thousand bushels passing through the elevators here for foreign ports.

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The Wholesale Feed Warehouse, filled with hay, straw, oats and other grain, owned by Harry B. Cassell, 1536-38 North American street, was damaged by fire recently entailing a loss of \$1,200. Consid-

erable damage was also done to the adjoining buildings by the smoke and water. A thorough investigation has been made and it is said that the fire was caused by spontaneous combustion, which started in the big oats bin.

* * *

Advices that have reached here from the ports along the west coast of Italy make complaint that considerable of the grain shipped there from Newport News has been in faulty and unsatisfactory condition, although the recent destruction by fire of the big grain elevator at that point may have had considerable to do with the inspecting conditions of grain.

* * *

The conditions of grain this year all around the circuit have been to a certain extent unfavorable and much of the grain and oats have arrived in a damp and unfit content and while the inspections at this port are of most rigid character it is said *sub rosa* that the transportation companies which control the big export grain elevators that have been doing unusually large foreign business have become satisfied that the drying and cleaning facilities for quick service and prompt bookings of grain cannot be made extensive enough.

INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

ALTHOUGH the first of November is properly the "between" season, there is a fair amount of activity on the Indianapolis market. Receipts of new corn are fair in quantity and, everything considered, very fair in quality. While I was discussing the present activities with Secretary Howard of the Indianapolis Board of Trade he picked up the day's report which lay before him—it was November 8—and read it to me.

"We registered 198 cars received today," he said. "Of these 22 were new corn, 43 old corn, 79 oats, 29 wheat, 24 hay and 1 rye. Of the 22 cars of new corn, 10 graded contract, 10 were No. 4, 1 No. 6 and 1 sample. That's pretty good, I think.

"We expect the receipts of new corn to increase right along now and will be pretty busy this year, for the crop is big. We have planned some improvements to the Board of Trade's laboratory so we will be in better shape to receive the corn. Some new moisture testing machines are being installed in the chief grain inspector's quarters, among other things."

* * *

The Indianapolis Board of Public Safety has been experiencing some difficulty this year in purchasing a first-class grade of oats for use in the stables of the fire department. Dealers who have been supplying the department with feed have complained that they have been unable to comply with their contracts on account of the poor quantity of oats marketed this year.

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The H. M. Freeman Grain Company of Indianapolis has been incorporated with a capital stock of \$20,000, to operate elevators. The directors are Harry M. Freeman, Clarence B. Strickler and Harmon M. Gillig.

* * *

Eberts & Bro., who for many years have owned elevators in southern Indiana and northern Kentucky, are very unlucky when it comes to the question of fire. Their latest loss, the destruction of their elevator at Charlestown, Ind., by fire, amounted to \$30,000, according to E. C. Eberts, general manager of the firm. There was \$19,000 insurance. The origin of the fire is not known definitely, but is thought to have been spontaneous combustion. There were 6,000 bushels of new wheat in the elevator. The firm was burned out in Jeffersonville, Ind., in April, 1913, with a gross loss of \$100,000, and established its principle place of business afterward at Louis-

ville. Twice the firm was burned out at Henryville, in 1884 and 1886, before moving to Charlestown. A few years ago the firm also suffered a large loss by fire at its plant at North Vernon, Ind. Jacob and Conrad Eberts, brothers, are members of the firm.

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A bankruptcy petition has been filed in Federal Court here by Alfred W. McClellan of North Vernon, Ind., feed merchant and grocer. He gives his assets as \$1,805 and his debts as \$3,160.08.

* * *

The Farmers' Elevator office at Boswell, Ind., was entered by burglars recently and a small sum of money stolen. The bandits were high-class workers, for they traveled in an automobile. After stealing tools from a blacksmith shop they broke into six business places. A posse of 50 men was organized to catch the robbers, but didn't.

* * *

George F. Potts, feed and implement dealer at Sullivan, Ind., has filed a voluntary petition of bankruptcy in Federal Court here. He set forth his liabilities as \$8,024.73 and his assets as \$3,866.73.

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Henry M. Bremerkamp, Clarence G. Strickler and Harmon M. Gillig have organized the Fornax Milling Company of Decatur, which is capitalized at \$10,000, to operate grain elevators and mills.

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The Farmers' Union Elevator Company of Carlisle is incorporated for \$10,000, with the following directors: W. K. Clarkson, G. W. Kennedy and C. A. Atkinson.

* * *

The Raub Grain Company of Raub, Ind., is to run an elevator. It is capitalized at \$15,000 by Henry Carson, William Shonkwiler and Thomas Fitzgerald.

* * *

The Farmers' Grain & Seed Company of Darlington, Ind., has \$60,000 of capital stock and will run an elevator. The directors are Albert Cox, George M. Malsbarry and Bernard Price.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE striking features of the latest Wisconsin crop report show that the oats crop of the state is very fine and the output of corn is decidedly deficient. The oats yield was increased very materially during the last month, according to Government estimates, so that the harvest was finally placed at 109,000,000 bushels, compared to 62,000,000 bushels a year ago. This practically means that the oats crop is doubled for Wisconsin. Wisconsin farmers, however, retain much of their oats for feeding so that not a great deal of the crop will get into commercial channels.

The corn crop of the state is as poor as the oats crop is good, estimates being for a production of 42,000,000 bushels, compared with 69,000,000 bushels a year ago. The price on the farms is fixed at 70 cents a bushel, compared with 68 cents a year ago. This indicates that the low yields are not made up to the farmers in the form of high prices.

The wheat crop of the state is nearly 1,000,000 bushels more than a year ago, the official estimate being for 4,400,000 bushels, compared with 3,500,000 bushels a year ago. The price at 95 cents per bushel on the farm is figured at 5 cents a bushel less than a year ago.

Wisconsin barley production for 1915 went up some 5,000,000 bushels, compared with 1914, the total showing being for 23,962,000 bushels, just a shade under 24,000,000 bushels for the season. Last year the outturn of Wisconsin farms was 18,400,000 bushels. Prices on farm are placed at 54 cents per bushel, compared with 59 cents a year ago. It should be explained that barley sold much higher than 59 cents late in the last crop season.

Summarizing the Wisconsin harvest for this year,

it may be stated that the yield of oats gained 47,000,000 bushels, wheat gained almost 1,000,000 bushels, while corn lost 17,000,000 bushels and barley advanced more than 5,000,000 bushels. The state therefore gained 53,000,000 bushels in the production of the major grains and lost 17,000,000 bushels on corn.

* * *

Despite the three billion bushel corn crop, the amount of good merchantable corn is not likely to be much larger than usual, according to Wallace M. Bell. "Of course there will be a lot of soft corn this year," said Mr. Bell, "but the territory tributary to Milwaukee has a lot of dry, light, chaffy corn. The frost killed the corn early while it was still soft in many sections of the country. Then there came a period of fine, warm fall weather, during which corn dried up. That corn is not especially valuable for the merchant trade. Many of the farmers of the West are letting their cattle right into this soft corn because it will scarcely pay for the husking. However, the cattle are likely to get diseases from this sort of unnatural feeding.

"The country is full of oats. The crop was enormous. Of course much of it is off quality and discolored and damaged in many ways because of the heavy rains before threshing time. But the farmers will not sell because it is the one grain that they can safely hang onto, because it will keep well. Prices, however, are not likely to go up much because there is such a tremendously large crop. It is scarcely expected that the price can be boosted very much under present conditions.

"In general, grain trade is slowly increasing, but it is scarcely up to the normal volume yet. The farmers are gradually increasing their marketing. The corn picking and much of the fall plowing is still left to be done, but the farmers are slipping off to town from time to time and getting rid of some of their grain at least. The grain trade ought to increase materially within a few weeks."

* * *

Demand for membership in the Milwaukee Chamber of Commerce is steadily going up. The number of outstanding memberships is gradually going down and now stands around 573, compared with 605 as the high figure. The price of exchange memberships has recently been selling as low as \$70. Now the rate is up to \$200 and is steadily rising. The board of directors has the power to retire memberships under certain conditions of distribution of surplus funds, and under this rule some thirty-two memberships have been retired. Secretary Plumb points out that great privileges are derived from membership in the Milwaukee Chamber at a very low price even after the rise to \$200. Other boards of trade are charging as high as \$3,000 to \$5,000 each for the privilege of belonging. Milwaukee therefore has one of the cheapest and most valuable exchanges of the country to belong to.

* * *

"I believe that prices of grain are now about on the right basis," said E. G. Hadden of the E. G. Hadden Company. "While there is a very large crop of grain, there has also been a very steady, consistent demand. Of course the ending of the war would send prices down very sharply. But as long as the war is on there is a feeling that the price of grain will be pretty well maintained. I do not look for any very decisive changes in the market unless some unforeseen condition should break of which no one has any knowledge at the present time."

* * *

"The export demand for feeding grades and low quality goods is one of the dominant factors in the barley trade," declares W. A. Hottensen of W. M. Bell & Co. "With a large yield and with the market going as it has, there is no prospect of any immediate or important advance in prices. For the last week there has been practically no fluctuation in the market. There has been a firm tone and gradual hardening of values. The grain has not been coming out of the country very readily because the prices have been considerable of a disappointment to growers. Without making a detailed comparison, I should say that barley prices are probably 15 to 20

cents per bushel lower than at this time last year. However, the big supply in the country should militate against any material advance in prices.”

* * *

Progress on the new Northwestern road elevator in Milwaukee is rather slow. The foundation has been laid and the pouring of the concrete is on, but with cold weather very near, it is believed quite probable that this will interfere with the completion of concrete work this fall. With a large amount of machinery to be installed grain men say the trade is not likely to get much good out of the new 2,000,000-bushel elevator this season.

* * *

There is a steady demand for good hay in the Milwaukee market. There is good buying, however, for sound goods, and the best colored offerings sell readily on arrival.

* * *

Milwaukee bank clearings are now running at the rate of 15 per cent larger than last year, indicating a very general improvement in business conditions and in the grain trade as well.

* * *

The Great Lakes Waterways conference, attended by prominent business men and by F. C. Reynolds and A. R. Templeton for the Milwaukee Chamber of Commerce, may result in bringing the next great conference to this city. The conference was noteworthy, according to the Milwaukee delegates, for the high praise given to Milwaukee's harbor commission, which is declared to be the ideal arrangement to build up a harbor on a consistent business-like basis. All harbors are reported to be preparing for general improvements in the way of larger and deeper channels. The idea was also brought back by the Milwaukee delegates that harbor representatives are becoming interested in improvement at every port on the lakes because the improvement in any one port helps shipping at all the other ports. One of the Milwaukee representatives also considered in detail the demands at all the other harbors by means of a questionnaire sent to each city. This showed exactly what each city is trying to do in the way of harbor work.

* * *

Shipping interests of Milwaukee have been largely opposed to the La Follette Seamen's Law, but the law went into effect November 4 and the ship men agreed to enforce it as nearly as possible as long as it is on the statute books. Many of the vessel men are still hopeful that the law will be repealed at the next session of Congress, and quiet influence has been exerted in a number of instances to bring this about.

* * *

E. G. Hadden recently took three days off on a trip to Minneapolis—from Saturday to Monday. This is said to be Mr. Hadden's first vacation in 32 years. Mr. Hadden also has the unique distinction of never having smoked, drank or missed a day on account of illness during that entire period.

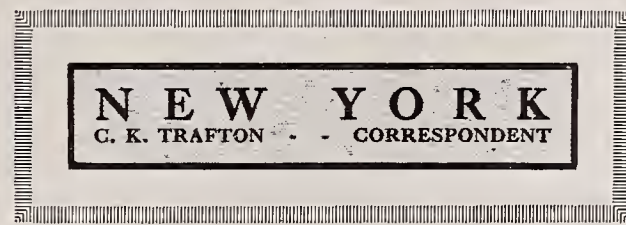
* * *

James A. Mander, manager of the Milwaukee Elevator Company, and former president of the Milwaukee Chamber of Commerce, recently had a quite serious operation performed at the Mayo Brothers' hospital in Rochester, Minn., but is reported to be on the road to recovery. Mr. Mander started with the Armour Grain Company more than 40 years ago, and has been manager of the Milwaukee branch for 16 years.

* * *

There has been rather extensive opposition among Milwaukee grain men and shippers generally to the divorcing of railroad and lake lines on the Great Lakes as required by the Panama Canal Act. The argument put up by Milwaukee grain men against the proposed change has been as follows: The proposition would mean a loss of 700,000 tons per season in Milwaukee cargoes. Railroads own all the dockage facilities at the big terminal points and hence the independent lines could not handle grain and goods except at prohibitive cost. The divorce is also expected to cost Milwaukee millers \$175,000 more per year just to ship their products

to the East, and this will also make it difficult for this city to meet the competition of Minnesota and Eastern millers. The general feeling is that conditions under the railroad owned lake lines has been so satisfactory that no chance should be taken on a change to independent lines which may lead to a great many new troubles.



MEMBERS of the grain and allied trades in this city and throughout the state participate in the widespread feeling of gratification growing out of the fact that the proposition to issue bonds to the amount of \$27,000,000 for the purpose of completing the enlarged Erie Barge Canal was approved by the voters of the state at the election held early this month. Even though the majority in favor of the proposition was only about 25,000 this was regarded as extremely satisfactory inasmuch as the proposed new Constitution, the Woman Suffrage amendment, and all other proposals were defeated by large majorities. For a time much alarm was felt regarding the fate of the Canal proposition because the adverse returns on the other matters came in first, and it was feared that the bond issue would be lost with all the rest. The fact that word had gone out from various "machine" headquarters to vote "No" on the new Constitution and the Suffrage amendment led to fears that the great majority of uninformed voters would vote adversely on everything, partly because of ignorance regarding the merits of the case. Hence it was small wonder that the feeling of elation was universal among those men who had worked so long and so hard to accomplish the completion of the Barge Canal project.

A vigorous campaign was conducted all over the state, and especially in the big cities and towns along the canal route, much literature, etc., being spread broadcast, showing the great advantages that would follow the culmination of this great enterprise. For example, it was pointed out that the larger canal would permit the operation of boats fully four times as large as those now in use, so that it would not cost much more to bring a load of 32,000 bushels of grain to New York, than it has heretofore cost of bringing 8,000 bushels, thus reducing the cost per bushel to about 2½ cents per bushel, compared with a range of from 4 to 5 cents per bushel formerly. Then, too, it was shown that the canalizing of lakes and rivers would permit of much greater speed, so that about a day could be saved in making the trip from Buffalo to New York. Of course, the saving indicated above in the cost of transporting grain may be applied to the great variety of staples which must be shipped from the West to the seaboard.

This material reduction in freight charges naturally suggests that consumers throughout the state will be able to secure foodstuffs and other commodities at lower cost, and undoubtedly this argument had much to do with deciding the vote of many citizens, and especially those of small or moderate means, who are naturally keenly interested in any scheme which is calculated to reduce the high cost of living. Of course, it is also argued that the volume of westbound traffic will also show appreciable enlargement following the completion of the Canal, but this applies to commodities having no direct relation with the grain trade or allied interests, such as: building materials, bricks and clay products, cement, sand, lime, lumber (including Pacific Coast lumber via the Panama Canal), iron ore, and Canadian marble, other stones and pulpwood.

It is the consensus of opinion that the Canal work can now be carried through without additional hindrance and it is generally believed that

the new Canal will be in general use early in 1917. In fact, it has already been in use in some places. With the new canal system calculated on an assumed annual traffic of 10,000,000 tons with a maximum capacity around 20,000,000 tons, it is confidently expected that shortly after the new system is thrown open for business, the figures for yearly business will climb rapidly, and before long will exceed the maximum total of 6,673,370 tons, reached in 1872, from which there was a steady shrinkage to 2,602,035 in 1913. This striking contrast makes it quite evident that some drastic measures were needed to bring back to New York state the great volume of business which had been steadily slipping away because the old Erie Canal was becoming out-of-date, being eclipsed by improved facilities elsewhere, notably the completion of the Welland Canal in Canada, which served to divert large quantities of grain and other freight to Montreal. There certainly seems to be good reason to believe that these conditions may be reversed speedily as soon as the great new system of waterways is ready for business.

* * *

Henry L. Goemann, president of the Goemann Grain Company, Mansfield, Ohio, called on friends in this market early in the month, being on his way home from Washington. With other grain men Mr. Goemann went to see the Secretary of Agriculture respecting the Pure Food Law as applicable to the sulphurizing of oats. This delegation wanted the Department to give them the exact construction of the law on the subject so that they might be guided thereby and not do anything improperly. Extensive sulphurizing will be necessary this year on account of the poor quality of the last crop, much of it being damp and badly stained as a result of the heavy and almost incessant rains, rain having fallen in that quarter almost daily. Mr. Goemann also stated the wheat crop was seriously damaged by the rains. In some places little or no threshing has been accomplished, much of the wheat still remaining in shock, and some of it becoming musty and sprouting. Hence large quantities are unfit for milling. The opinion prevails in the West that the Government report placing the winter wheat crop at 657,000,000 bushels was not accurate, because probably not over 500,000,000 bushels of the crop is good enough for milling. Farmers have done comparatively little seeding this fall, partly owing to the dry weather, which added to the delay previously caused by the afore-mentioned rains. Hence they were discouraged and dissatisfied.

* * *

So much has been said of necessity respecting the horrors of the terrible war in Europe that it seems an added hardship to mention at length the additional burdens put upon the poor people as a result of the great scarcity and exceedingly high cost of food. The various developments growing out of the war have been mentioned almost *ad nauseum*, but one of the chief causes for the high cost of wheat, flour, and other food-stuffs in Europe has been the fact that almost prohibitive prices have been demanded and obtained for ocean freight room in practically all parts of the globe. For various reasons the supply of tonnage has been greatly reduced, partly because many vessels have been commandeered by the various governments engaged in the war for the purpose of transporting troops, horses, supplies, etc. Besides, many owners have been afraid to accept business, excepting at an exceedingly high rate because of the great risks entailed.

Naturally the many huge German vessels interned in various ports of the world have helped to create scarcity. Consequently, rates have jumped up in a sensational way and are now four or five fold greater than in ordinary times, and particularly from distant countries, such as Australia, India, and Argentina, possibly, no doubt, because the risk is considered greater from such a long distance than from countries near by. Needless to say, these extraordinary advances have eventually,

as almost invariably the case, had to be paid by the consumer.

Some idea of the great importance of these developments may be derived from the following quotations on wheat from various quarters of the globe. The following rates per bushel were recently quoted for shipment to various ports in Great Britain: From New York, 36 and 40 cents; from Argentina, 57 cents; from Australia, 62 cents; from the Pacific Coast, 80 cents (owing to the closing of the Panama Canal.) Hence it will be seen that shippers from North America have a decided advantage in the matter of freight charges, which accounts in part for the fact that such an extremely large proportion of the world's weekly clearances have come from this Continent.

The following quotations on grain from New York to various European ports also show some striking comparisons:

	Nov., 1915. Rate per bu. Cents.	Nov., 1913. Rate per bu. Cents.
To United Kingdom ports...	36@40	4@6
To Rotterdam.....	35	5¼
To Marseilles.....	39	8@9
To Havre.....	31	9@9½

The sharp advance in rates during the past four months as shown by comparison with the following rates ruling on July 1: United Kingdom, 20 and 24 cents; Rotterdam, 28 cents; Marseilles, 33 cents; Havre, 27 cents.

* * *

Wm. Ladew, for many years one of the most prominent figures in the grain and hay trade, was elected president of the Hay and Grain Dealers Protective Association of New York City, at the meeting held last month in the Board of Managers Room of the New York Produce Exchange. The other officers elected were: Vice-President, A. D. O'Neil of the Long Dock Mills Co., Jersey City, N. J.; Treasurer, Charles Schaefer, Jr., Brooklyn, N. Y.; Secretary pro tem, Edward Ladew, New York. Board of Directors: For three years; George N. Reinhardt, New York; Earl Vogel, New York. For two years: Edwin A. Barnes, Jersey City, N. J.; John Moonan, New York. For one year: Thomas Lenane, New York; J. W. Gasteiger, Brooklyn, N. Y. Arbitration Committee: Thomas M. Blake, New York; J. W. Gasteiger and A. D. O'Neil. The personnel of other committees will be announced later.

The object of this organization is stated as follows: "This Association is organized for the purpose of improving the conditions of the hay, straw and grain trade in general for the benefit of both the dealer and consumer." "Any individual, firm, or corporation of good repute engaged in the business of buying and selling hay, straw, grain and other like products shall be eligible for membership in this association." The membership includes the following: Thomas M. Blake, Carscallen & Cassidy, J. E. Connolly Company, O. J. Dennis, A. Dunn, Franklin Feed Stores, J. W. Gasteiger & Son, Gillies Bros., Wm. Gleishman Company, Wm. Hall Company, Theodore P. Huffman Company, Horace Ingersoll Company, Wm. Ladew Feed Company, P. Lenane & Bro., Frank J. Lennon Company, Long Dock Mills & Elevator Company, Herbert A. Post, George N. Reinhardt Company, J. & R. Rollins, Charles Schaefer & Son, A. T. Schneider, S. Stroh & Son, Wm. H. Payne & Son, J. E. Adams Jr., Eidt & Weyand, M. Spielman, Wannemacher & Weis Company, Brooklyn Elevator & Milling Company, Thomas A. McMahon, The Northern Grain Company.

* * *

It became known in New York City late last month that Robert H. Thorburn, formerly a member of the Chicago Board of Trade, had instituted a suit for \$2,130,000 against the estates of John W. Gates and his son Charles G. Gates on the ground that they had engineered a corner in corn on the Board of Trade in July, 1902. The suit first came to notice when Mr. Thorburn endeavored to have the will of Charles G. Gates admitted to probate in New York in order that papers in the suit can be served on Mrs. Dellora R. Gates, widow of John W. Gates,

and executrix of both wills. The suit is based on the ground that the firm of Waite, Thorburn & Co., grain merchants in Chicago, had sold corn for delivery in July, 1902, and owing to the alleged corner there was no corn to be had except from Harris, Gates & Co. Thorburn said that his firm was forced to buy a sufficient amount from the Gates firm to make deliveries and was compelled to pay "unreasonable and monopolistic prices." Subsequently the Gates firm sued Thorburn's firm for an amount due on the corn, and when the latter failed to pay, complaint was made to the Board of Trade, leading to the suspension of the Thorburn firm. It is Thorburn's contention that the action of the Gates' firm in running the corner was a violation of the Sherman Anti-Trust Law.

* * *

Ever since the beginning of the winter wheat season there has been almost continual complaint among those interested in any way with the grain or its product, either in the capacity of elevator owner, shipper, exporter, miller, or flour jobber or consumer, because of the way in which the Department of Agriculture has handled the matter of the 1915 winter wheat crop. Practically every day evidence has been accumulating that the Washington officials have blundered seriously in compiling their figures, or else have used extremely poor judgment in analyzing or interpreting their data. This wide-spread feeling of dissatisfaction is not based merely on the fact that the work was poorly done, but has a much more solid foundation in the fact that the figures given out were so misleading as to be worse than worthless. In fact, this misinformation has in many cases proven decidedly expensive to members of the grain and flour trades, so that their chagrin certainly seems fully warranted.

The trouble has grown out of the fact that a great majority of grain and flour men were deceived by the decidedly optimistic reports regarding the winter wheat crop given out by the Department during the spring and summer, which reports have certainly not been confirmed by the movement of the new winter wheat during the past four months, by any noteworthy accumulation of supplies, nor by any appreciable reduction in cost. As a result, many members of the trade in all capacities, being deluded by the official forecast of a huge crop, deemed it best to refrain from buying until the enormous movement which they confidently expected had forced prices down to a much lower level; and many of them have since had a rude awakening.

Up to this writing there has been no noteworthy movement of winter wheat, no appreciable piling-up of supplies, and consequently no price declines of moment. Therefore, the natural query has been: "If we raised so much winter wheat what has become of it?" And the natural conclusion is that the yield was nothing like as large as alleged. Certainly, if such a large crop had been harvested there should be some evidence of it in the stocks at the principal winter wheat centers. The winter wheat season is now over four months old, and yet the stocks as given below in comparison with the same date last season do not seem to indicate an unusually abundant production.

	1915. Bushels.	1914. Bushels.
Baltimore	989,000	2,279,000
Galveston	800,000	2,254,000
Indianapolis	117,000	452,000
Kansas City	1,400,000	9,320,000
New Orleans	1,723,000	2,602,000
Omaha	601,000	1,085,000
St. Louis	1,100,000	3,687,000
Toledo	1,063,000	1,789,000
Total	7,793,000	23,468,000

We have omitted Chicago from the above table because it is both a winter and spring wheat market, but the deficiency in winter wheat stocks as compared with last year is even more striking. Latest figures placed the supply of No. 2 red there at 4,947 bushels, against 632,208 bushels a year ago; and of No. 2 hard 9,636 bushels, against 925,668 bushels a year ago. In some quarters it has been claimed that the disappointing movement of winter wheat movement has been due to the unwillingness of farmers to sell, but this is true to only a slight extent, if at all. Bids have been much higher for

winter wheat than for spring, and yet practically all the wheat now in regular public elevators is spring wheat, whereas a year ago only a decidedly small proportion was spring. It certainly seems reasonable to suppose that if there had been any considerable quantity of winter wheat available on the farms it would have come forward late in September when shorts in Chicago were paying as high as \$1.15¼ per bushel. There is no No. 2 hard wheat in New York now, against 63,014 bushels a year ago, while the stock of No. 2 red is only 1,114 bushels against 110,850 bushels.

* * *

Applications for membership in the New York Produce Exchange have been received from the following: Joseph R. Johnson of F. S. Lewis & Co., Chicago, Ill.; George H. Daggett, an old member of the Chicago Board of Trade; Charles E. Colson, or James Carruthers & Co., grain merchants of Winnipeg, Montreal, and New York; Charles B. Crofton, of the Brainard Commission Company, grain merchants, New York.

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W. C. Schilthuis, of Schilthuis & Co., grain merchants of Rotterdam and New York, has been elected to membership in the New York Produce Exchange.

* * *

James Smith, one of the oldest and best known members of the grain export trade and the head of the old firm of Smith & Millar, received a hearty welcome early this month upon returning to the Produce Exchange floor. Mr. Smith had been absent from business for nearly a month, most of which time was spent in a hospital where he was obliged to undergo a serious operation for intestinal troubles.



It is expected that there will be a large increase in the wheat exportation through this port when the new through rate on the grain shipments from Minneapolis to Galveston goes into effect. The publication of this rate will be made in a short time, it is stated. It will be the same as that applying between Minneapolis and New Orleans, which is 25 cents per 100 pounds. The Minneapolis-Galveston rate has heretofore been 30 cents per 100 pounds and as a result of this difference in favor of New Orleans the grain movement through this port has been much less than it would have been had the two ports been on an equality, it is claimed.

* * *

All of the local elevators have been running to their full capacity ever since the present grain export season opened. There has been no shortage of ships and the movement has been handled promptly and with dispatch. Elevator "B," which was damaged by the tropical storm of several weeks ago, and has not been in commission since then, was placed in operation again early in November.

* * *

The firm of K. & E. Neumond, Inc., of New Orleans has been granted a Texas charter to handle grain and grain products and will establish headquarters in Galveston.

* * *

The shipments of wheat to foreign ports from Galveston for the month of October totaled 3,089,800 bushels, distributed among 19 vessels. This was a decrease of 1,763,530 bushels over the same month last year. Since July 1, 1915, there has been shipped 12,762,300 bushels of wheat, compared with 21,827,620 bushels for the same period last year, representing a decrease of 9,065,320 bushels.

* * *

The Board of Trade has announced the following new rule to apply on No. 3 wheat: "All No. 3 wheat bought on a contract reading 'milling wheat,' or to apply on a milling contract, shall not contain any of the ingredients complained of, namely, rye,

mow burnt, sprouted, smutty and header wheat in No. 3 milling wheat, and the notation, Inspected on basis milling wheat, shall be inserted on all certificates.”

* * *

A new 10,000-bushel elevator for the Lubbock Grain & Coal Company, Lubbock, Texas, will be ready for operation on December 1.

* * *

Local grain rates are engaging the attention of many dealers and in reference to this the following letter was recently sent to the Texas Railroad Commission by E. H. Crenshaw, a grain dealer of Hillsboro:

I had occasion to ship 400 bushels of seed oats, from Hillsboro, Texas, to Hutchins, Texas. The local or less than carload rates between these points, under the commission rule, is 21 cents per 100 pounds for the shortest line mileage, while the car lot rate is 8½ cents. The minimum car load weight on oats is 28,000 pounds. Figure this 28,000 pounds at 8½ cents, the car lot rate, and you have \$23.80 as the amount of freight to pay. Then take 400 bushels of oats, 12,800 pounds at 21 cents, the local freight rate, and you have \$26.88 as the amount of freight to pay on the 400 bushels. Thus one can pay the car lot rate on 15,200 pounds more oats than he ships and save \$3.08 on the freight bill. This does not look like a perfectly “square deal” from every angle.

This local or less than car lot rate is obtained under the commission rule by adding 12½ cents per 100 pounds to the car lot rate applying between points of origin and destination. When it is remembered that the only additional service that can be rendered by the railroads on local over car lot shipments is the trucking of the grain from the platform into the car at point of origin and trucking from the car to the platform at destination, this looks like an exorbitant charge, for on oats it amounts to 20 cents per sack of five bushels, while floats and drays can be hired in any town in Texas to unload from car, haul and deliver over town for 2 cents per sack.

It is my understanding that in the Southern States east of the Mississippi River the grain rate is the same whether 10 sacks or a car load is shipped, and if there is any difference made anywhere except in Texas I am not aware of it.

It is a puzzle that such a rate should have ever been established and a greater puzzle that Texas grain dealers should have allowed such a rate to stand all these years without even a protest.

TOLEDO

E. F. BAKER - - CORRESPONDENT

As a result of the rate adjustment secured for Toledo grain dealers the market has had a great year and immense quantities of grain have passed through this port which formerly went to other points. A demonstration in point is to be found in the published accounts of the grain movement which showed receipts of wheat on Wednesday to be 187,000 bushels as compared with 15,000 bushels a year ago on the same date. There has been a strong ex-lake movement but grain men here are somewhat worried because of the car shortage which has injured business heavily within the past few weeks. It seems that there are a lot more cars going to the seaboard than manage to get back in a reasonable time and in the meantime local grain men are greatly handicapped by being unable to make quotations based upon a positive delivery assurance. An immense amount of grain which should now be at the seaboard where the vessels are awaiting the cargoes is lying idly in local elevators because of the inability to secure sufficient cars to take care of the movement.

There has been some dullness on the local market owing largely to the uncertainty of the traffic situation. The new corn which has thus far made its appearance is very fair as to quality except that it is extremely wet. Good drying weather would, of course, to a large extent alleviate this difficulty. The wheat coming in is much better than that which made its appearance on the local market earlier in the season and the same thing may be said of oats. Three cars of new corn came in this week on which the lowest moisture test was 21.6

THE AMERICAN ELEVATOR AND GRAIN TRADE

and the highest 30.2. Save for the extreme moisture the corn is making a good showing, according to “Big Chief” Culver.

The wheat is much better than that which arrived earlier in the season and is taken as a sign that the farmers have considerable good wheat in their bins. Of the wheat which has been coming in within the past few days fully 70 per cent is grading No. 2 and is the best in both quality and grade which has made its appearance here since July 15 of the current year.

Oats are also showing marked improvement and some from Illinois which earlier in the season graded sample and No. 4 is now coming in grading No. 3 white. It is not generally believed here that the acreage in this section will come up to the Government reports and it is also stated that a light acreage has been planted this year, due in part to inability to secure a good quality of seed wheat and partly to the extremely wet weather which prevailed at planting time. The wheat plants are said to be badly in need of rain, which, however, has been falling today and will perhaps save the situation.

The visible supply of grain on the Toledo market at the present time is 873,000 bushels of wheat; 40,000 bushels of corn; 270,000 bushels of oats. The amount of wheat afloat 190,000 bushels.

* * *

The East Side Iron Elevator Company wants to make some improvements in the plant but during the past three months has never been able to empty its tanks or shut down the plant long enough to make the improvements. The concern has been working days and nights to take care of the ex-lake grain which has been pouring in and this condition will probably continue until the close of navigation which will probably be about December 5. It is expected to increase the handling facilities of the elevator. Overhead conveyances and conveyances beneath the tanks will be among the new machinery added and all will be electrically driven apparatus. The improvements which include a tunnel will cost about \$40,000.

* * *

Fred Mayer of J. F. Zahm & Co., will deliver an address before the Ohio State Millers' Association which will meet in Columbus Tuesday and Wednesday of next week. The subject of the discourse will be “Hedging.”

KANSAS CITY

B. S. BROWN - - CORRESPONDENT

THE wheat movement in the Southwest, which has been considered particularly slow this year, is now beginning to show a measurable quickening, though the receipts at Kansas City are far below what they ought to be at this season, taking into account the known proportions of the crop in the grain-producing territory tributary to this market. The wheat receipts here for October amounted to 6,678,700 bushels, as against 8,407,800 bushels in October of last year. This record would have been much worse, except for the considerably increased rate of receipts during the latter part of the month, which served to bring up the total. The wheat shipments from Kansas City for October were 4,580,500 bushels as against 7,041,600 bushels for the same month last year. In the case of last year, as well as this, the export demand was good and there was little opportunity to put wheat away in the largely increased elevator storage capacity of this city.

It is to be said of the later wheat shipments to this market that the quality is improved over that of those that came earlier, and the feeling among grain men is that the anticipations of August and September, as to the quality outlook for wheat, were unduly pessimistic. This does not mean, of course, that the quality is what it should be or that it is

anywhere nearly as good as last year or other years of normal rainfall. It merely means that it is not as bad as all the circumstances from which those conditions are usually judged in advance seemed to assure. The first cargoes that came to Kansas City after this year's harvest were certainly deficient and every grain man feels good about the improvement in view of the urgent export demand.

Corn is beginning to move, and most of that which is now reaching this market is new corn from Oklahoma. Very little old corn is coming, though there is a good deal of demand for it. The corn receipts for October in this market were 545,000 bushels as against 425,000 for the same month of last year. The total would be much larger but for the fact that the unusually active export demand is drawing off from this market to New Orleans, Galveston and Port Arthur much of the early marketing of corn which usually comes here from the sections further south. The corn crop in the Southwest is the best in four or five years, and when the real movement begins, about December 1, there will be, according to apparently reasonable expectations among the grain men here, lots of corn coming to Kansas City. The corn shipments out of this market for October were 395,000 bushels, as against 272,500 bushels for the same month of 1914. The figures show that a very small percentage of the corn receipts here went into storage.

* * *

J. W. Dayton of the Western Grain Company accounts for the increased wheat receipts by explaining that the farmer now has his heavy fall work, such as seeding, corn-cutting, etc., completed, and has more time to devote to marketing his product. Besides, he is about convinced that the price isn't going to last year's high point, and he is wearied of waiting to see the sensational advance which he has optimistically concluded would again this year result from the continued export demand, occasioned by the war. Then again, the rains have checked up, the roads are much better and the weather conditions much more favorable for wheat delivery.

* * *

F. C. Vincent of the Simonds-Shields Grain Company is authority for the statement that the present wheat movement here is the best that has been had on this year's crop. He says that, in view of the continued rains, the poor opportunities for threshing, the bad roads and other abnormal deterrents, the farmer hardly had a fair opportunity to market his grain. Now that the sun is shining and the roads are even getting dusty at places, the tiller of the soil is putting what wheat he has across in pretty good style. Moreover, it is better wheat than the sprouting at the top of the stacks seemed to indicate. Below that top tier of sheaves, the wheat was comparatively dry and in fairly good condition, notwithstanding the incessant rainfall. As compared with the receipts of six weeks ago, wheat quality has improved from 30 to 50 per cent. Mr. Vincent said that in spite of the big movement of Northwestern wheat all through the East, wheat from the Kansas City market is still taken every day at from 3 to 5 cents per bushel better than the Eastern shipping basis. This is due to the fact that there are many sales to the Gulf for export that are still unfilled, and none of the flour mills in this section seem to have any surplus stocks of wheat. Local mills are big buyers just now.

* * *

There were hay receipts amounting to 43,692 tons in Kansas City for October of this year, as against 27,036 tons last year, but this comparison does not take account of quality. The shipments during October of this year were only 2,364 tons, as against 3,816 tons for October, 1914.

* * *

Speaking of the oats supply, E. E. Roahen of the E. E. Roahen Grain Company, declared that the crop in the Southwest, except possibly in Texas, is such an utter failure that the Dakotas and Iowa will be largely drawn upon to fill the oats demands of men in this section who have heretofore had no trouble getting their needs filled at home, and

have left besides a large surplus for shipment. The Southwest will be a buyer instead of a seller of oats, this year, he declared. The rainy season, of course, was to blame.

* * *

William Huffine of Huffine & Co. uses the word "fair" to describe the condition of the hay market in Kansas City. The receipts are averaging over a hundred cars a day just now, but most of it is only "medium" and much of it is not that good. The price is about as good as the hay. Whenever it is possible to get hold of a car of good hay it sells well, but there isn't much of that kind this year. The alfalfa crop in the Southwest was abundant, probably the biggest in years, but much of it is damaged and unfit to be offered in the market. A good deal of it is being fed to stock on the farms on which it was produced. The alfalfa that is being cut now is of a much better quality. There is plenty of demand for it.

* * *

F. B. Godfrey of the Simonds-Shields Grain Company speaks enthusiastically about the quality of this year's corn crop. A large proportion of it is grading No. 2, with a moisture content generally below the maximum allowed for No. 2 grade. Corn receipts are very light thus far, but Mr. Godfrey feels confident the shipments will come freely in about 30 days, as the crop was very large in this territory. Old corn is in good demand, bringing from 4 to 6 cents on December option, but very little of it is coming.

* * *

H. G. Gamage of the Moore-Seaver Grain Company is authority for the statement that there is an urgent demand for corn from the "industrials" at Chicago and Peoria. The feeders will call for it later. He says that oats is practically "off the map" as far as this section is concerned, and points to the fact that the oats shipments from this market amounted to 177,800 bushels for October of this year, compared with 403,500 bushels for October, 1914. Of course the dealing now is chiefly in old oats.

* * *

The rye receipts at Kansas City for October this year were 27,500 bushels, as compared with 24,560 bushels last October. The shipments for October, 1915, were 28,000 bushels, as compared with 29,700 bushels for October, 1914. The barley receipts for October, 1915, were 149,800 bushels; for October, 1914, 57,400 bushels. Shipments for the same months were 142,800 for 1915, and 35,000 bushels for 1914.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

BUSINESS in the cash grain department on the St. Louis Merchants' Exchange has been fairly broad and active, owing to the recent perfect weather and an increasing run of winter wheat receipts to this market. The leading firms report a brisk cash trade. The speculative houses, however, have been complaining considerably, owing to a lack of outside interest in the market. This, however, is usual after a price movement like that of the past month, when after a wide advance in prices, and when sentiment generally is bullish a severe setback occurs; or, on the other hand, when prices decline, and the market seems set for a long slump, a change comes and a material rally follows. It is the kind of markets, such as the trade have seen lately, that curb speculation in futures like at present, and until a general advance or decline takes place, option dealers look for little outside business.

That the turn in the market, however, is not far away is voiced by many well-posted grain men, but as to what trend the activity will take sentiment is about equally divided. The bears give many good reasons why values should decline, while the

bulls give equally as many convincing arguments as to why prices should advance. Only the future can decide which faction in the market has the better arguments. From the bull standpoint traders point to the heavy clearances of wheat and flour to Europe, which despite the increase in the primary movement, which recently has broken all records, has so far failed to fill empty bins and elevators and pile up any cumbersome stocks, owing to exports. The domestic visible supply is only half as large as a year ago, when future prices were some 20 cents higher, and this in face of ideal weather for moving both the American and Canadian crop, and which the bulls say should reflect in materially reduced receipts as soon as the weather turns for the worse. They assert that the foreign situation is bullish. That the Balkan war has closed shipments of wheat from Bulgaria and Roumania to the Allies and naturally forced more of a demand on America and Canada; that with the export demands running larger than last year, as at present, and with the cash market 10 cents to 15 cents above the future price, that sooner or later, unless stocks accumulate with remarkable rapidity, that an adjustment of futures upward to meet cash values will be absolutely necessary to prevent a squeeze in the Chicago December option similar to that of the September delivery, which in the last hour of trading on delivery day mounted over 12 cents a bushel to a close at \$1.15. That dollar wheat is a ridiculous figure for American supplies in the face of a war is asserted by the bull enthusiasts, who claim that money of the Allies is being used in the speculative markets to keep prices down at an unreasonable level while supplies are being bought.

The dry weather in the winter wheat belt is also a factor of bull support, especially as official figures indicate that the increased wheat acreage of last year has been largely lost in the new sowing, while the recent warm weather has been ideal for the winter development of Hessian fly, which if conditions are right next spring should prove an unusual menace to the crop.

The bears are playing their trumps on expectations of a continued heavy movement of domestic wheat, as they assert that the recent domestic crop of 1,000,000,000 bushels must naturally seek a market for many months to come, or until the surplus of the farmers has been cleaned up. They claim that Canada, with its record-breaking harvest, will have more than enough wheat to supply the demands of the Allies for two months, and that by that time the Argentine wheat will be on the market, and England in taking her wheat there will ultimately leave the American markets with unusual supplies on their hands.

Peace in Europe also is being played as a big bear card, especially since the arguments in its favor have gone so far as to receive official recognition in the House of Lords, and that Berlin official newspapers hint that Germany would welcome a discontinuance of the strife on terms that seem to indicate that some compromise might be arrived at should an armistice be arranged before Christmas. The enormous financial strain on the countries involved in the war also is being used as a big argument for peace, especially as after over a year of war the end seems no nearer in sight for victory on either side, and complete exhaustion of the economic forces of Europe seems to be inevitable, should the conflict with its terrible wastage in property and loss of life continue another year. Aside from this, there are traders who assert that the world's wheat crop is so large that prices above a dollar are exorbitant, war or no war. These are the traders who have made no money since the war started.

* * *

The death of Fred Puff recently, one of the oldest members of the Merchants' Exchange, closed an interesting chapter in St. Louis' grain history. Thirty years ago Puff made a "stake" in wheat by having a long line of "calls" which paid an enormous profit. At the time, John W. Kauffman and

other big traders were in the heyday of speculation, and millions of bushels changed hands in the pit daily. Kauffman in one deal endeavored to bear the market. Puff, with a few followers, organized what they called the "Art Club," and took the buying side against Kauffman. The market played into the hands of the Art Club and after a sensational advance, which caused the closing of the Merchants' Exchange for one day, Kauffman acknowledged defeat and pocketed big losses. The Art Club cleaned up big money, Puff being credited with making over \$200,000. Fortune smiled on Puff for some time and in 1892 he went to Chicago and organized the firm of Puff-Slaughter & Co. The venture proved a costly one and Puff returned to St. Louis as the representative of Brosseau & Co., Chicago, which firm he represented until Mr. Brosseau died. At the time of Puff's death he was employed with the John T. Milliken Commission Company. His fortune had gone back into the speculative pit from which it came. Mr. Puff was 60 years old at the time of his death.

* * *

Dry weather is causing considerable "drought talk" on the Merchants' Exchange by members who live in the country and just across the Mississippi river in Illinois. A. C. Petri, of Finley Barrell & Co., Chicago; W. B. Anderson, of the Nanson Commission Company, and others report that unless rain comes soon the lack of moisture will become quite a menace to the crop. Hessian fly are reported as prevalent in considerable numbers in this territory.

* * *

The recent advance in inspection fees for grain from 50 cents a car to 50 cents per 1,000 bushels, or one-half mill per bushel, has been rescinded and the inspection fee placed at the old price of 50 cents per car. John T. Sullivan, deputy chief inspector at East St. Louis of the Illinois State Grain Inspection Department, announced the change.

* * *

The Exchange Elevator of St. Louis, under the management of the C. H. Albers Commission Company, has been withdrawn as a regular elevator under the rules of the Merchants' Exchange. The ruling took effect November 10.

* * *

Export grain houses report a slight increase in foreign buying of wheat in this market. So far shipments have not compared favorably with last year, owing to light stocks of winter wheat, and the high grade of the spring wheat and Canadian wheat. Exporters, however, are optimistic over the outlook, as they see nothing in the situation to warrant other than the belief that Europe will have to take practically the entire surplus of American wheat if the war continues throughout the winter, as it gives every indication of doing.

* * *

St. Louis grain and milling interests are much interested in the campaign being waged to place a line of steel barges on the Mississippi River between St. Louis and New Orleans. At a recent meeting of shippers at the Planters' Hotel it was pointed out that years ago traffic in grain on the Mississippi was enormous. In 1880 the movement down the river was approximately 16,000,000 bushels, or 500,000 tons. For 10 years after that the traffic was large, then it began to fall away. New Orleans now is completing a \$1,250,000 municipal grain elevator, and steel equipment has now practically eliminated the danger of damage by rust or moisture while the grain is in transit. Many firms here already have promised a heavy tonnage for a new barge line and it looks as if the Mississippi River will shortly come into its own.

LIVINGSTON, Mont., is already making plans for the third annual exhibit of the Montana Seed Association, to be held in January. The Association has adopted the policy of taking the exhibit to a different place each year, so that the interest of every part of the state will be aroused.

SAVING GRAIN IN RUSSIA

History is being repeated in Russia, but on a much larger scale than during the invasion of Napoleon. Then and now the retreating Russians burned the crops and stored grain and everything else in the way of food supplies which might possibly help the advancing enemy. Occasionally, however, plans miscarry as is shown in the accompanying illustration. The German soldiers are seen saving sacked grain from a warehouse in Brest-Litovsk set on fire by the Russians before they left the

cars of corn involved in this dispute in order to be entitled to damages, but they would be entitled to damages to the extent of the difference between the contract price and a fair market value or repurchase price on the five cars, provided the fair market value was established or the repurchase made as soon as possible after it was determined that defendants did not intend to fulfill their part of the contract.

"Inasmuch as plaintiff bought on April 5, the same day of the contract was made, five cars of corn at a loss of 2¾ cents per bushel and there is

these side lines is not great, but they make the house a center of activity for the community the year around instead of just in the grain shipping season.

The elevator was built in 1912 and has a capacity of 25,000 bushels. It is equipped with wagon and automatic shipping scales, and is operated by a 20-horsepower gas engine. The house is on the Chicago, Rock Island & Gulf Railroad and has convenient receiving and shipping facilities.

The company is incorporated with 50 stockholders. The directors are: N. A. Steel, president; John Sieburger, vice-president; W. S. Wills, secretary; J. E. Wagoner, treasurer; A. Bergin, E. Leck, and L. D. Gill. The plant is under the efficient management of D. E. Tillotson.

GOVERNMENT'S POSITION AS TO DRIED BEANS

The U. S. Department of Agriculture has been requested by many growers and shippers to define its position with respect to the application of the Federal Food and Drugs Act to the transportation in interstate commerce of dry pea or navy, medium, and kidney beans. These requests have been prompted by the action of the Department in recommending seizures of "cull" beans in sacks and of beans in cans which were found upon examination to contain considerable percentages of beans which were wholly or in part filthy, decomposed or putrid.

Under the Federal Food and Drugs Act, beans, in common with other articles of food, are adulterated if they consist "in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance." "Cull" beans, in the opinion of the Department, usually contain considerable percentages of beans which are wholly or in part filthy or decomposed and are therefore adulterated. The shipment in interstate commerce of such beans for food purposes is prohibited by the Act. No objection is entertained, however, to the interstate shipment of "cull" beans for industrial purposes or for use other than as food for man if they are first treated by grinding or otherwise so as to render them unavailable for use as food for man.

The Department declares that it is informed that dry pea or navy, medium, and kidney beans intended for use as food for man are sent customarily by the growers to elevators, where the beans are sort-



GERMAN SOLDIERS SAVING GRAIN FROM A BURNING RUSSIAN WAREHOUSE

doomed city. In this case the invaders were so close upon the heels of the Russian rear-guard that much of the grain was saved.

ARBITRATION DECISION

The first decision of the new association year was awarded by the Arbitration Committee on October 22. The case involved \$162.05 alleged to have been lost by W. H. Hurley through a claimed repudiation of a contract by the Updike Commission Company.

The case revolved upon the question of contract. By accepting a card bid sent out by the Updike Commission Company, W. H. Hurley claimed to have consummated a contract and, because he subsequently bought in five cars of corn to fill the contract and had to handle them at a loss, he made claim for the amount stated. In rendering the decision the committee said:

"Defendants contend that their card offer was an error; that plaintiff's knowledge of the grain business in general and of the value of corn in Omaha, St. Louis and other markets would cause him to know that the quotation was an error; also that they do not believe plaintiff sold the corn based on the card offer and did not suffer any loss because of their failure to confirm and fulfill the contract.

"The two chief points in this dispute seem to be whether or not there was a contract entered into and, if so, to what extent defendants are liable for their failure to fulfill same.

"There is absolutely nothing in the evidence submitted by the defendants to support their contention that the card offer was an error, and even though it was an error, there is nothing in the evidence that would indicate plaintiff could have had any knowledge that it was an error, therefore the Committee must assume that plaintiff's acceptance was sent in good faith, and we believe that defendant's card offer, which was made without reservation of any kind and plaintiff's wire acceptance, constituted a contract as contended by the plaintiff.

"As to defendant's liability on account of their failure to fulfill their part of the contract which the Committee believes was entered into it was not necessary for plaintiff to show a sale of the five

nothing in the evidence to show that such a purchase was in excess of a fair market value, we believe plaintiff is entitled to recover damages on that basis and our ruling is:

"That the Updike Commission Company pay to W. H. Hurley the sum of one hundred sixty-two dollars and five cents (\$162.05), and that the Updike Commission Company pay the cost of this arbitration."

BUSY ALL THE YEAR

An idle plant cuts profits. It gnaws like a rat into the earning capacity of the elevator, for interest charges, depreciation and upkeep never cease



FARMERS' GRAIN & ELEVATOR COMPANY PLANT, GROOM, TEXAS

whether the dump is working or not. It can be said to the credit of farmers' elevators that a larger proportion of them carry side lines, that permit of all the year activity, than of private elevators. The Farmers' Grain and Elevator Company of Groom, Texas, is one of the progressive kind.

Groom is in the Panhandle which turned out such fine crops this year. It handles all kinds of grain, and in addition carries coal, flour, feed, salt, and implements. The additional capacity outlay for

ed by hand-picking so as to eliminate the beans which are wholly or in part filthy, decomposed, or putrid. It has been represented that in the process of hand-picking nearly all moldy or musty beans are removed, but that it is not practicable to remove all beans which are slightly decomposed. The Department has not recommended the seizure of dry and mature pea or navy, medium, or kidney beans which have been hand-picked in accordance with good commercial practice.



THE STORY WITHOUT END

A charming tale has come down to us from the time of Joseph's successful wheat corner in Egypt. If you haven't told it to your son, tell it to him now. "Wheat" is "corn" in England; therefore "wheat" is "corn" in this old English yarn:

There was a great king, whose fondness for long stories increased to such an extent that he published a notice throughout his realms that he would give his only daughter, the princess, and leave his sceptre to that man who should appear before the throne and tell a story that would never end. But there was a terrifying warning, at the same time. If the relator's story should come to a finish, off should go the relator's head. Of course there were applicants, for great was the beauty of the princess, and far-reaching was the extent of the kingdom. But, one after another, they told their longest tale, and one after another the angry but still infatuated king passed them over to the gigantic lord high executioner, who wielded the double-handed sword, and off went their heads like cocoanuts from a tall palm-tree. The princess grew older and despaired of ever getting a husband, but the monarch felt the more sure there must be a story that would never end. At last, after the king had been without a story for seven weeks, and the entire palace was in a state of grievous apprehension, there presented himself before the gates a traveler of wise mien, handsome in form, and engaging in address, who announced that he also had come to tell a story that would never end. He was led before the king, who, though he was eager to hear the story begin, abated no whit of the original terms: If the king were to be ever asked to let go and take on something else, that would be the end of the story-teller, and the headman swung his great sword with a whizz through the air close over the head of the candidate in order to get the true range—for, you see, the king would have nothing ill done in his palace! But this mattered not to the visitor; for, after he had arranged solemnly with the grand vizier for quarters, food, flagons, fly-flappers and hours of entertainment, he chose the best chair in the throne-room, got the king in the hard light, and set out upon his narration:

"Know then, oh, king," said he, "that there was once a monarch whose lands were nearly as broad as thine own, and the crops garnered from the fields in years of plenty were prodigious. And the monarch was visited by a dream, which his wise men and soothsayers interpreted to mean that there would be seven fat years, to be followed by seven years of famine, unless provision were prudently made. Therefore, as the first great harvest approached, the king chose a vast plain, the edges of which the eye could not behold, and on this plain he erected granaries in the form of pyramids, and no pyramid was less than 450 feet high; and, as it was erected, its interior was filled with corn; and a vast number of these pyramids were erected and filled in the first harvest. And, at each succeeding harvest, still vaster numbers of pyramids were erected and filled, until, at the end of the seven years of plenty, no man could see all of the pyramids that rose on the unending plain. Whereupon, oh, king, in the height of the drouth that came in the first year of disaster, there appeared upon the horizon a cloud of flying locusts that soon filled the heaven and darkened the day. And such number as could reach the first pyramid alighted thereon, but found it sealed against all ingress, save at the very apex. There was discovered by a locust with 13,000 eyes such an entrance as might with difficulty admit one locust at a time to go in and to come out. And know, then, great king, that this locust went into this small orifice and brought out a grain of corn; and then another locust went in and brought out another grain of corn; and then another locust went in and brought out another grain of corn; and then another locust went in—"

The king listened contentedly to this opening chapter of the great story, for he could perceive that it was wisely constructed, and beside, strictly between himself and his fly-trappers, he could take many furtive little naps without, in his royal opinion, losing the entire thread of the tale.

"And another locust went in and brought out another grain of corn; and another locust went in and brought out another grain of corn; and another locust went in and brought out another grain of corn;—"

Until one day, after many moons, the king spake: "Good Effendi," he said, "let us suppose that the locusts, by this time, have secured the stores, and let us enter upon another chapter of your great story,

which I am now more than anxious to continue to hear."

"Your majesty," objected the story-teller, "it cannot be disposed of in this royal way without entirely destroying the symmetry of the tale I am desirous of relating to you."

"Your locusts must be pretty well along, anyway," said the king.

"Your majesty," said the story-teller, "there has been some considerable progress made at the top of the first great pyramid, but over the horizon of the wide plain the eye cannot see the end of the great pyramids, and the heavens are everywhere yet black with locusts. And then another locust went in and brought out another grain of corn; and then another locust went in and brought out another grain of corn; and then another locust went in and brought out another grain of corn;—"

And the moons waxed and waned; and the princess grew older and feared that she would lose her beauty and gain no husband—

"And then another locust went in and brought out another grain of corn; and then another locust went in and brought out another grain of corn; and then another locust went in and brought out another grain of corn"— Until, one fatiguing day in the hottest season, when his favorite fly-flappers had all fainted under the strain, the king himself cried out: "Take him away! Give to him the princess and seal to him the succession with the great seal, but never let my royal ears be cursed with his unending locusts again!"

SUNSHINE IN SHEAVES

Lowell called the harvest "four months' sunshine bound in sheaves."

THE PANTHER

The scene is an agricultural fair in Iowa. Under a small tent there is an extra attraction, a panther. In front of the tent, on a barrel, stands a barker, who now lifts his commanding voice. (No one is in sight):

"Ladies and gentlemen of this magnificent agricultural state of Ioway, where the grain-fields wave and the tasseled corn glints in the warm sunshine, we have within this pavilion a ferocious and untamable pantharr; captured in the interminable forests of Africahh, at the cost of the lives of fawteen courageous huntahhs; exhibited before the crowned heads, kings, emperors and exalted potentates of Europe; transpawted at unlimited expense across the deepest oceans of the rround wahld; produced here in this most remarkable exposition as an extra curiosity and attraction at the ridiculously small admittance-fee of 25 cents—only two dimes and a jitney." (To him appear a farmer, his wife, and seventeen children, all evidently charmed by his noble oratory.) "Ladies and gentlemen of this great agricultural state of Ioway, I am more than gratified with your keen educational interest in one of the most ferocious curiosities of natural history. And as our pavilion undoubtedly seems small—" (to him, the farmer.) "Now you tell me, Mr. Smooth Man, how a farmer with a wife and seventeen children, can pay you two dimes and a jitney apiece to go in and look at your panther?" Thereupon the barker falls off the barrel. "You don't mean to say that all this multitude is one family?" "Why, sure! This is Mrs. Stevens; Bill, Alice, Jim, Sophonisby, Amandy, Terry" (introducing the astonished barker to everyone of the admiring family.) The Barker—"Now, Mr. Stevens, I'll tell you what I'll do. You stay right here. I'll go into the tent, and I'll bring out the panther, and I'll show you to him!"

BEN FRANKLIN'S STORY

Following is the story of forbearance and neutrality that Ben Franklin fixed up in Biblical style out of an old Persian poem:

1. And it came to pass, after these things, that Abraham sat in the door of his tent, about the going down of the sun.

2. And behold a man, bowed with age, came from the way of the wilderness, leaning on a staff.

3. And Abraham arose and met him, and said unto him, "Turn in, I pray thee, and wash thy feet, and tarry all night, and thou shalt arise early on the morrow, and go on thy way."

4. But the man said, "Nay, for I will abide under this tree."

5. And Abraham pressed him greatly; so he turned, and they went into the tent, and Abraham baked unleavened bread, and they did eat.

6. And when Abraham saw that the man blessed

not God, he said unto him, "Wherefore dost thou not worship the most high God, Creator of heaven and earth?"

7. And the man answered and said, "I do not worship the God thou speakest of; for I have made to myself a god which abideth always in mine house, and provideth me with all things."

8. And Abraham's zeal was kindled against the man, and he arose and fell upon him, and drove him forth with blows into the wilderness.

9. And at midnight God called unto Abraham, saying, "Abraham, where is the stranger?"

10. And Abraham answered and said, "Lord, he would not worship Thee, neither would he call upon Thy name; therefore have I driven him out from before my face into the wilderness."

11. And God said, "Have I borne with him these hundred and ninety and eight years, and nourished him, and clothed him, notwithstanding his rebellion against me; and couldst not thou, that art thyself a sinner, bear with him one night?"

12. And Abraham said, "Let not the anger of the Lord wax hot against his servant; lo, I have sinned; forgive me, I pray Thee."

13. And Abraham arose, and went forth into the wilderness, and sought diligently for the man, and found him, and returned with him to the tent; and when he had entreated him kindly, he sent him away on the morrow with gifts.

CHAFF

"Gratiano speaks an infinite deal of nothing, more than any man in all Venice. His reasons are as two grains of wheat hid in two bushels of chaff. You shall seek all day ere you find them, and when you have them they are not worth the search."—Shakespeare.

PRIVILEGE

John Selden was the greatest writer on English law in his time. After he was dead his ananuensis published his "Table Talk," a celebrated book. In that work is the following sardonic touch:

Some men make it a case of conscience whether a man may have a pigeonhouse, because his pigeons eat other folk's corn [wheat]. But there is no such thing as conscience in the business; the matter is whether he be a man of such quality that the State allows him to have a dovehouse; if so, there's an end to the business. His pigeons have a right to eat where they please themselves.

BREAD IN OLD LONDON

The bread that was in common use in England from five to six centuries ago (says Robert Chambers) was of various degrees of color and fineness—or "bolting" as it was called, from the bolter, bolting-sieve, or bolting clot or cloth, as it was indifferently named. The very finest, and the whitest, probably, that was known, was Simnel-bread, which, in the thirteenth and fourteenth centuries, at least, was as commonly known under the name of Pain-demayn (afterward corrupted into Payman) and was called "the bread of our Lord," from the figure of the Savior or the Virgin Mary impressed upon each round, flat loaf. The bread, of course, was only consumed by persons of the highest rank, and in the most affluent circumstances.—[To be continued.]

GRAIN IN THE SHAKESPEARE BINS

In the month of February, 1598, during a famine in England, an enumeration was taken of all the grain in the hands of the inhabitants. In the records left it is found that at Stratford-on-Avon William Shakespeare then had 80 bushels of small grain (undoubtedly in a great part wheat); his next-door neighbor Julius Shaw, 56 bushels; another near neighbor 88 bushels, and so on through a long list. But these new-found records in Shakespeariana also reveal the fact or claim that there were at least six other William Shakespeares or Shakespurs living in Lowington, an alleged village just north of Stratford. Stratford has had a "corn exchange" for about 75 years.

THE ENGLISH WORD "CORN"

What are we going to do about the word "corn"? America raises a crop of "corn" that is the most valuable single production of which the husbandmen of any nation can boast. But the uninformed speaker of English all round the world, outside of America, gathers the idea that it is some kind of a grass-grain (wheat, oats or barley) and not a stalk grain, (our corn), which he knows only as Indian maize, mahis or mais, a name coming back to Europe from Hayti in the seventeenth century. There never was any corn growing on Corn Hill in London, and it is likely that no American will ever be willing to call corn Indian maize.

CROP IMPROVEMENT

WHEAT SMUT CONTROL

Wheat growers in this country not infrequently experience serious losses caused by preventable diseases. Wheat is preyed upon by a number of parasitic fungi, three of which are classed as smuts. Two of these smuts are common pests in the wheat fields of North America, the other, commonly known as flag smut, is thus far unknown to this continent, though it is fairly common in Australia and certain other parts of the world where wheat culture has been in progress for centuries, says the U. S. Department of Agriculture.

Of the two smuts bunt or covered smut of wheat, sometimes referred to as stinking smut, is found wherever wheat is grown, sometimes resulting in losses of \$20,000,000 or more annually in the United States. Not infrequently fields planted to untreated seed and giving promise of yielding 30 to 40 bushels per acre of good wheat will produce a crop of covered smut amounting, in some cases, to as much as 40 to 60 per cent of the crop.

This smut disease is caused by a parasitic fungus which attacks the growing wheat plant before the first leaf appears above ground. Once inside the attacked seedling it continues its growth and by the time the wheat begins to head the diseased plants produce a crop of smut. If we examine the heads of such a plant we find instead of normal wheat grains only a lot of smut balls. In other words, the materials produced by the living plant for the purpose of building up sound wheat grains have been consumed by the parasite in forming its masses of smut spores which finally occupy the exact position in the wheat heads that would have been filled by the kernels had they been allowed to develop. These smut balls consist of nothing but millions of spores enclosed in each case by a thin enveloping membrane. When the smut balls are crushed the spores give off an odor not unlike that of herring brine. The liberated spores become attached to the seed, which, if planted without previous treatment, may produce another crop of smutted wheat.

Bunt or covered smut of wheat is one of the most easily prevented of any of the cereal diseases.

The following procedure is recommended: Run all seed wheat through a fanning mill in order to blow out the unbroken smut balls. This being done, the grain should be soaked 10 minutes in a solution consisting of 1 pound of commercial formalin (obtainable at nearly all drug stores) added to 40 gallons of water. The seed thus treated is next allowed to drain and is then piled on the floor and stirred frequently until sufficiently dry to sow. If, during this process, the kernels have swollen very much, the drill should be set to sow a little thicker, else the quantity sown per acre will be less than was intended.

Recent experiments have shown that in certain sections of the country the soil of a field producing a crop of smutted wheat this year may harbor enough smut spores to cause the appearance of smut in next year's crop if the field be reseeded to wheat. This sometimes occurs, where smut is very bad, in spite of the planting of treated seed, and shows that in such localities crop rotation should be practiced in addition to seed treatment. Bunt or covered smut of wheat attacks no other cereal crop, but other cereals have their own smut diseases.

The other wheat smut occurring in this country, known commonly as loose smut, is not so serious as bunt, although it probably produces an average loss of $\frac{3}{4}$ of 1 per cent of the total wheat crop of the country. Loose smut may be prevented by treating the seed by the Jensen hot-water method or some modification of it.

The Jensen method consists in soaking the seed for 10 to 15 minutes in hot water at a temperature

of 132° to 133° F. It is highly important that the water shall not rise over 135° or fall below 130° F. A temperature below this will not kill the smut, while a temperature too high may affect the germination of the seed. The grain after treatment should be immediately spread out to dry. If it cannot be spread at once it should be dipped into cold water to cool at once, and spread as soon as possible.

THE SEED WHEAT

A warning and advice in regard to the preserving of seed wheat from this unsatisfactory crop was recently given out by Professor M. L. Fisher, of Purdue University, as follows:

"The question of seed wheat for Indiana farmers deserves careful consideration. The unusually wet season this year has left the seed wheat proposition in a very serious condition. Few farmers were able to thrash before the wet weather began. Still fewer took the precaution to put their wheat in the stack or mow. The result was that much of the wheat sprouted in the shock and some of it actually rotted where it stood in water.

"Observation at the various elevators throughout the state shows that the wheat being put on the market is of a low grade, much of it grading not better than No. 4, and much of it grading as sample. The condition of the wheat which is being marketed leads one to suppose that that which is to be used for seed is of little better quality. If such wheat is to be sown, the results are sure to be disappointing.

"While the majority of the farmers will have to sow what they have, yet a great deal can be done to improve the quality of the seed. First of all the seed should be thoroughly cleaned with the fanning mill. Not only should it be thoroughly cleaned, but it should be carefully screened. All of the sprouted grain and others which did not sprout but swelled up can be either fanned out or screened out. The medium sized grains which have not swollen from being wet in the shock will make the best seed. In fact it will be better to sow the small plump grain rather than the large grains. Two or three times through the fanning mill with attention given to the screens will so greatly improve the quality of the wheat that it can be sown with assurance of success.

"In many cases the grain may have heated after it was threshed, because it was put in a bin or in a large heap when it was too damp. Such heating has destroyed the germinating quality of the grain. Where the grain has been heated it will be well to make a germination test to learn the germinating quality of the grain. This germination test can be easily made by counting out three 100-grain lots and sowing them in a box or in the garden, or they can be germinated on plates between folds of damp cloth. Three lots should be used so as to have a careful check on the results. After the wheat has sprouted, counts should be made to see what per cent of germination has taken place. If less than 90 per cent germinates, the amount of seed sown to the acre should be increased over the usual rate or else new seed obtained.

"In connection with the poor condition of wheat due to the wet season, a word might also be said concerning the condition of seed wheat generally. Observation shows that a large amount of the wheat brought to the elevators includes many varieties and is also badly infested with weed seeds, like cockle and cheat. Evidently the seed which was sown contained these seeds in considerable numbers. Yields would be better and grades higher if more attention were given to sowing pure varieties and cleaned seed. Many are now making a specialty of pure seeds, and clean and pure seed can usually be obtained.

BEAN ANTHRACNOSE

A shipment of 250 bags of beans aggregating more than 40,000 pounds, consigned from an Indiana point to Chicago, was seized by the Government pure food officials a few days since. The charge against the shipment was that the beans were affected with the plant disease known as "Anthracnose," resulting in the decomposition of the beans and rendering them unfit for food.

This disease known as "bean anthracnose," or often as "pod spot," has been known for only about 40 years. Yet it is present in almost every country in the world and causes large financial loss annually to both growers and handlers. The disease appears as spots on all parts of the bean plant above the ground and even extends at times below the ground on the stems. It is due to a fungus which shows first as very small dark colored places



1. ANTHRACNOSE ON BEANS
2. EFFECT OF FUNGUS GROWTH

on the pods, but they increase in size very rapidly. The spots are round or oval but occasionally vary into irregular shapes. Soon after the spot is visible in the pod it becomes darker in color and the tissue dries up. The spots appear similarly on the leaves.

On the bean itself the disease appears in yellowish, brownish or black spots. These are located directly under the spots on the pods and are formed by the fungus growing down through the pod tissue and into the bean. Usually the spots are rusty brown or black, but if the disease has just reached the seed from the pod, only a yellow spot may appear. The spots vary in size from a mere speck to one including the whole side of the bean. The spots may or may not be sunken and may or may not contain acervuli or spores. Fig. 1 shows the different forms and sizes of the spots on the beans. Fig. 2 is an enlarged view of an old anthracnose spot on a pod, indicating both the moldy and diseased tissue. The dead cells are packed full of fungus mycelium, which communicates the disease by growing into healthy tissue. These spores on the seed may carry the disease over from one crop to another.

The disease is different from other anthracnoses and from fruit rot. It is confined practically to the varieties of the common bean, although lima beans have been known to become spotted. The remedies lie entirely with the grower. Nothing can be done after the beans have become spotted.



EASTERN

J. B. Roux, a grain dealer of Farrell, Pa., expects to build a new elevator in the near future. The building will cost \$20,000 and have a 25,000 bushels' capacity.

The S. C. Woolman Company has filed articles of incorporation at Camden, N. J., with a capital stock of \$125,000. The concern will engage in the grain business.

A wheat and bean warehouse is under course of construction by Vanderveer & Coleman at Lyons, N. Y. The warehouse will have a capacity for 50,000 bushels.

Slater R. Mounts and Harry E. Zelt have entered the grain and feed business at Washington, Pa., and will conduct it as the Washington Grain & Feed Company.

The Morrisdale Feed & Grain Company of Morrisdale, Pa., has been incorporated with a capital stock aggregating \$10,000. Harry A. Rudy is the principal incorporator.

A grain dryer is to be built at Baltimore, Md., by the Baltimore & Ohio Railroad. The building, which will be of fireproof construction, 28x47 feet, will cost about \$5,000.

The councilmen of Buffalo, N. Y., have approved of the plan of the Globe Elevator Company to construct enclosed conveyors across Vincennes, Tennessee and Kentucky Streets to connect with the Erie Railroad tracks.

The Pennsylvania Railroad Company is making progress with the erection of a concrete annex to its new 1,000,000-bushel grain elevator at Girard Point, Phila. When finished, it will add an additional 1,000,000 bushels to the capacity of the original plant.

The Jordan Elevator Company recently incorporated at Jordan, N. Y., bought the elevator and mill plant of J. D. Braue, Inc., of Jordan. The officers of the new firm are: President, Chas. C. Ramey; vice-president, Romeyn Aboomuth; secretary and treasurer, James Kintzley, Jr.

ILLINOIS

A new office is to be built for the elevator of A. D. Stanford at Malta, Ill.

Paul Kuhn & Co. have disposed of their elevator at Cadwell, Ill., to T. G. Wells.

The new elevator of P. R. Diedrich at Rochelle, Ill., has been equipped with a new cleaner.

J. J. Badenoch & Co., of Chicago, Ill., are to construct a new addition to their elevator plant.

J. B. Silver has sold his interests in J. C. Trost & Co., grain dealers of Philo, Ill., to Richard Franks.

Work is soon to be started on the elevator to be constructed on the Midland Railroad at Newark, Ill.

At Harrison (r. f. d. from Rockton), Ill., the Renkes Bros. have built a new elevator and feed mill.

C. A. Wylie of Kewanee, Ill., expects to construct a grain elevator on the site which he recently purchased.

Hussey & Sons, grain dealers at Franklin Grove, Ill., have added a lumber and coal yard to their business.

At Roseville, Ill., the Farmers' Grain Company has been formed by Hiram Taylor, A. S. O'Neal and Rufus Taylor.

It is reported that elevators are to be built at Hilliary Sta. (Granville p. o.), Ill., by B. B. Minor or C. B. DeLong.

Work has been started on the new elevator being constructed at Kewanee, Ill., for the Farmers' Elevatory Company.

Maddin Bros. have put motors in both of their elevators at Delrey, Ill., and repaired the engine in the south plant.

Munson & Moss have equipped their elevator at Hindsboro, Ill., with a new Fairbanks Self-Registering Beam Scale. They are also erecting a new office.

The new double corn cribs of the Forest City Grain Company at Forest City, Ill., have been completed. The cribs are 30x80 feet and are equipped throughout with a cement floor. A 10-foot driveway runs

through the building. Two corn dumps have been installed which eliminates much of the work of unloading.

The farmers in the vicinity of Orleans, Ill., are considering plans for the erection of a farmers' co-operative elevator there.

The interest of W. V. Heckman in Van Matre & Heckman's elevator at Winslow, Ill., has been purchased by Geo. Emerick, Sr.

Improvements are being made on the Loxa Elevator Company's plant at Loxa, Ill. The roof and the floors are to be repaired.

J. A. McCreery & Sons are interested in the construction of a grain elevator on the C. & N. W. at Barr (mail to Cantrall), Ill.

A new leg is being added to the elevator of the Farmers' Elevator Company at Walton, Ill., increasing the capacity 3,500 bushels per hour.

The Neola Elevator at Leland, Ill., is now the property of the Armour Grain Company, transfer being made for the consideration of \$9,000.

Contract has been let by the Burlington Public Elevator Company for four concrete grain tanks to be built at Burlington, Ill., and to cost \$25,000.

Plans are under consideration by R. G. Smith for repairing and operating the elevator located at Lilly, Ill., formerly run by Zorn Grain Company.

Walter Sixt, C. A. Hepler and A. T. Clark compose the Ancona Grain & Supply Company, which succeeds the Ancona Grain Company at Ancona, Ill.

The elevator of Fred and John Dippold at Edwardsville, Ill., has been put up for sale. The elevator has been newly equipped and is of large daily capacity.

W. H. Moseley, E. B. Heinel and W. E. Barrob are the incorporators of the Pisgah Farmers' Grain Company of Pisgah, Ill. The company has a capital stock amounting to \$8,000.

Plans have been made by W. C. Hofstetter of Virginia, Ill., for the erection of a grain elevator of 10,000 bushels' capacity. The plant will be located on the C. P. & St. L. Railroad.

The elevators at Augusta, Plymouth and Bushnell, Ill., which have been closed down for some time because of the foot and mouth disease, have again been opened for business.

A 50,000-bushel elevator, costing about \$20,000, is to be constructed at Chillicothe, Ill., by the Turner-Hudnut Grain Company of Peoria, Ill., to take the place of one which burned recently.

An effort is being made by the farmers in the vicinity of Smithshire, Ill., to organize a stock company there for the purpose of building a grain elevator. The capital stock is to be \$5,000.

L. N. Bowman has taken over the elevator property of Waterstreet & Isbell, located at Alworth Sta. (Winnebago p. o.), Ill. Mr. Bowman was the manager of the White Rock Elevator Company at King.

The directors of the Farmers' Grain & Supply Company at Baker (r. f. d. from Leland), Ill., have decided instead of building a new addition to the elevator plant to purchase the elevator owned by the Armour Grain Company.

It is said that J. A. Davis has sold his grain and coal business at Tuscola, Ill., to his brother, C. E. Davis, of Arthur. The old elevator was torn down last spring and a modern grain handling plant, electrically operated, was erected.

A charter was granted the Eldena Co-operative Company of Eldena, Ill., recently. The company will deal in grain, etc. The organizers of the concern are: A. M. Bahen, Bernard Feely, Adam Heldman, G. H. Kiltmner, Henry H. Shippert, Carl Wedkins and Dick Johnson.

The National Warehouse Company of East St. Louis, Ill., and the Dixie Mills Company have consolidated and incorporated as the Dixie Mills Company. Officers of the new corporation are: President, Fred Deibel; vice-president, Robert F. Deibel, and secretary and treasurer, Chas. Deibel.

Plans have been made for the construction of a farmers elevator at Ford's Crossing, half way between Thomasboro and Urbana, Ill., on the Kankakee-Urbana Interurban line. The board of directors appointed to draft the by-laws of the company, to operate as the Somers Township Grain & Coal

Company, was composed of Frank Bireley, Jacob Ziegler, Richard Marriott, William Schrader and Len Kirby.

The stockholders of the Farmers' Grain Company of Watseka, Ill., have decided to build a new office and warehouse in the spring, beginning about April 1.

SOUTHERN AND SOUTHWESTERN

Work has been completed on the elevator of Mr. Brazil, located at Wetumka, Okla.

A grain elevator is to be erected at Guthrie, Okla., by the Guthrie Milling Company.

The collapsed elevator of the Hamilton Mill & Elevator Company at Hamilton, Texas, has been rebuilt.

The C. L. Schmancke Grain Company of Charleston, S. C., was organized by George M. and C. L. Schmancke.

J. Kuykendall's interest in the Red elevator at Duncan, Okla., has been taken over by his partner, Mr. Coleman.

The Davidson Mill & Elevator Company of Muskogee, Okla., expects to rebuild the grain elevator and warehouse located there, which was recently burned.

A large steel storage tank, which will increase the capacity of the main plant 50 per cent, is being constructed at San Angelo, Texas, by the Eastern Grain Company.

Satter Bros., who conduct a mill at Stillwater, Okla., have built a warehouse at Spiro, Okla. The company will be engaged in the grain, feed and flour business there.

The Tittle-Henry Grain & Fuel Company has been formed at Enid, Okla., by Thomas Tittle and J. O. Henry. The firm will buy and sell grain, feed and flour.

The interest of M. E. Sherman in the recently incorporated firm, Semple-Sherman Grain Company of McAlester, Okla., has been disposed by him to C. V. Semple of Oklahoma City.

Provisional plans have been made for the construction of four grain elevators at Lancaster, Mesquite, Garland and Grand Prairie, Texas, to be operated on the co-operative plan.

M. L. Hinchey and J. W. Ames recently organized at Beaumont, Texas, the Beaumont Grain & Fuel Company and started business there on November 2. The company will handle grain, feed and coal.

A charter has been granted the Raleigh Grain & Milling Company at Raleigh, N. C. The capital stock of the concern aggregates \$30,000. The organizers of the firm are: Charles Hardesty, J. R. Johnson and C. R. Church.

Articles of incorporation have been filed by the Officer-Smith Grain Company at Fort Worth, Texas, of which P. A. Officer, J. Y. Smith and B. D. Darby are the incorporators. The capital stock of the concern aggregates \$10,000.

The Lubbock Grain & Coal Company of Lubbock, Texas, was recently organized and has already awarded the contract for the construction of a grain elevator of 10,000 bushels' capacity. The plant is to be finished by December 1.

The Sulphur Mill & Elevator Company of Sulphur, Okla., has been incorporated capitalized with stock of \$6,000. The incorporators of the new organization are: W. J. Williams, Paul G. Leibmann and H. M. Montgomery, all of Sulphur.

The E. N. Faulk Grain Company, Inc., was recently organized at West Monroe, La., to succeed the Faulk-Clark Company, Ltd. The officers of the new concern are: President, E. N. Faulk; vice-president, A. B. Hopson; secretary-treasurer, I. A. Faulk.

At Dyersburg, Tenn., the Ewell Milling & Grain Company has been formed, with a capital stock of \$10,000. The incorporators of the concern are: M. W. Ewell, C. C. Moss, F. D. Hobb, T. Weakley and D. W. Moss. M. W. Ewell is the president of the concern.

Several new elevators have been erected at points in the Panhandle and South Plains regions of Texas during the last few weeks for the special purpose of handling milo maize, Kaffir corn and feterita, which are the principal crops of those regions. An organization has been formed among

The growers of these grains which has for its object the bringing about of a wider market for the products.

The Jacksonville Grain & Commission Company of Jacksonville, Texas, is doubling the capacity of its plant and overhauling it in general.

The Natchitoches Grain & Elevator Company was recently granted a charter to operate at Natchitoches, La. The following officers have been elected: President, H. A. Cook; vice-president, H. F. Crowe; secretary-treasurer, E. O. Payne; other directors, Dr. J. B. Pratt and S. Nelken.

MISSOURI, KANSAS AND NEBRASKA

P. D. Blake has erected a new grain elevator at Humansville, Mo.

The new Farmers' elevator at Duncan, Neb., is nearing completion.

A new 20,000-bushel elevator is under course of construction at Penokee, Kan.

The elevator at Millerton, Neb., has been purchased by C. B. Barker of Rising.

The McCaull-Webster Elevator at Crofton, Neb., has been leased by Chas. Gleysteen.

The capital stock of the Platte Grain Company at Lexington, Neb., has been changed to \$12,000.

The Farmers' Grain & Live Stock Company of Hartington, Neb., elevator has been closed down.

A 30,000-bushel elevator has been completed at Russell, Kan., by the Farmers' Elevator Company.

Work has been completed on the 10,000-bushel grain elevator at Macon, Mo., by Charles Burkhart.

Capitalized with a stock of \$25,000, the Grange Co-operative Elevator Company was formed at Gibson, Neb.

Dean & Moore's elevator at La Harpe, Kan., has been sold to the Dickinson Bros. Grain & Hay Company.

Seven new elevators are to be built in the vicinity of Stafford, Kan., by the Southwest Grain Company of that place.

A new office and lumber shed is under course of construction at Homewood, Kan., for the Star Grain & Lumber Company.

Electric power has been installed in the elevator plant of F. H. Hoerman at Linn, Kan., and will be used for operating the machinery.

At Wellington, Mo., incorporation papers have been taken out for the Wellington Elevator Company, which is capitalized with \$10,000.

A charter of incorporation has been granted the Farmers' Elevator Company of Firth, Neb. The capital stock of the concern aggregates \$10,000.

Incorporation papers have been granted the Farmers' Co-operative Elevator Company at Arnold, Neb., capitalized with stock amounting to \$10,000.

A detached engine room, 10x12 feet, in which a gasoline engine will be installed, is to be built by the Brandon Grain Company, operating at Clyde, Kan.

A 25,000-bushel concrete elevator and a 200-ton track scale is to be erected at North Lawrence by the Bowersock Mill & Power Company of Lawrence, Kan.

Plans are under way for the erection of a grain elevator at Enterprise, Kan., for the Farmers' Union. Three thousand dollars of stock have already been subscribed for.

The Farmers' Union of Alton, Kan., is planning to buy one of the elevators located there, but if no satisfactory arrangements can be made to this end, the company will build a new one.

The Caney Grain Company of Caney, Kan., has disposed of its elevator located there to M. A. Pennington. He will overhaul the plant and put it into operation as soon as it is ready.

The new grain elevator, which has a capacity for 7,000 bushels, has been completed by Arthur Schafer. The plant is located just five miles north of Sterling, Kan., on Mr. Schafer's farm.

The Farmers' Grain & Milling Company was recently incorporated at Meadow Grove, Neb., by H. E. Wood, V. C. Wood and J. V. Webster. The capital stock of the concern amounts to \$20,000.

The Bucklin Co-operative Elevator & Supply Company of Bucklin, Kan., has changed its name to the Bucklin Co-operative Exchange. The capital stock of the firm has been increased from \$10,000 to \$20,000.

The Morton Grain Company of Hutchinson, Kan., expects to construct grain elevators at Friend, a small station north of Garden City, and at Wilburton. Both of the plants will be of 10,000 bushels' capacity.

Elmer Riley is building a large elevator at Wilroads, Kan. The plant will have a capacity for 27,000 bushels and will be equipped with every modern facility for the handling of grain. It is estimated that the cost of erection will be \$8,000. The building is fireproof in all ways. It is built

of metal lath covered by plaster, making it almost moisture-proof.

The Thurman-Davis Grain Company of Neosho, Newton County, Mo., has been organized and capitalized, with a stock of \$25,000. The incorporators of the firm are C. E. Davis, W. J. Thurman and C. M. Robeson.

Chas. Stuart has disposed of his elevator at Ford, Kan., to the Liberal Grain & Elevator Company of Hutchinson. Mr. Stuart was for many years manager of the elevator, then operated as the Ford Elevator & Supply Company.

At the cost of \$50,000, the Milwaukee Road is building another large addition to its elevator in the Coburg yards at Kansas City, Mo. This will make the plant equal in capacity to that of the Santa Fe plant which is of 3,000,000 bushels' capacity.

The old brewery building of Anthony & Kuhn at St. Louis, Mo., has been converted by Joseph Albrecht into a modern grain elevator and warehouse, which will be operated as the Reliance Elevator & Warehouse Company. The storage capacity of the plant is between 65,000 and 75,000 bushels.

The new building at Memphis, Mo., owned by Briggs & Son, has been completed. The first floor is used as an office and for the display rooms, while the second is utilized for the bins for grain and seeds. The machinery on the second floor is of modern type and the building throughout is equipped with a sprinkling system.

WESTERN

T. W. Giese is building an annex to his grain elevator at Wilsall, Mont.

Work has been started on the excavating for the new elevator at Raynesford, Mont.

The new annex to the Victoria elevator at Reserve, Mont., is nearly completed.

Work of construction has already been started on the elevator at Cut Bank, Mont.

Michelena & Morena of Douglas, Ariz., have established a grain and hay business there.

A new grain and feed business has been opened up at Miami, Ariz., by C. Giacomini of Globe.

The Ayers Mercantile Company of Denver, Colo., has arranged for a 12,000-bushel elevator at Bennett, Colo.

B. F. Antonsen has completed his elevator, located at Jefferson Island, Mont. The plant has a capacity for 35,000 bushels.

The Farmers' Elevator Company at Raymer (mail to New Raymer), Colo., has let the contract for a new 8,000-bushel elevator.

The erection of a 40,000-bushel grain elevator at Joplin, Mont., has been started by the Equity Elevator & General Trading Company.

Work has been completed on the 2,400-bushel elevator of the Globe Grain & Elevator Company of Los Angeles, Cal., at Delta, Utah.

A new elevator is to be erected at Conrad, Mont., the contract for which has already been given John McVey of Dutton is interested.

Plans have been made by the Kalispell Flour Mill Company of Kalispell, Mont., for opening up the elevator at Columbia Falls, Mont.

Saunders Bros. have taken over the control of the Grangers Warehouse at Madera, Cal. This warehouse contains a barley crusher of 50 tons' capacity.

The grain elevator of Clyde Patton at Wolf Point, Mont., is being fitted up by him with lightning rods and a complete system of protection against damage from lightning.

A 15,000-bushel grain elevator has been built on the Nephi line on the Salt Lake Route, at Eureka, Utah. The elevator is of concrete construction and has a capacity for 15,000 bushels.

Arrangements have been made by the directors of the Farmers' Co-operative Company of Dillon, Mont., for the purchase of the Buge elevator at Dillon for a consideration of \$9,000.

Plans have been made by the newly organized Farmers' Co-operative Elevator Company of Keota, Colo., for a \$3,400 elevator. D. E. Byrne is president and W. K. Bowles, secretary, of the firm.

Articles of incorporation have been filed by the Farmers' Elevator Company at Ringling, Mont., capitalized with stock of \$10,000. Plans have already been made for the establishment of a new elevator there.

The numerous improvements being made to the Imperial elevator at Malta, Mont., will give the plant greater facility for handling grain. New machinery, including a gas engine, is to be installed in the near future.

Incorporation papers have been granted the Rock Creek Farmers' Elevator Company of Red Lodge, Mont. The company will take over the elevator property of the Red Lodge Elevator Company and conduct the grain business of that community. Extensive improvements have been made on the plant

and it is in first class condition for handling the grain.

The capital stock of the Griffith Union Grain & Trading Company of Ruff, Wash., has been increased from \$5,000 to \$7,000.

J. S. Thorp, James Ritchey, U. S. Wiltfong, Platt Mack and Grover Gillespie have organized the Chesaw Grange Grain & Produce Company at Chesaw, Wash., to handle farm produce. The grain warehouse at the Great Northern spur has been purchased by them.

THE DAKOTAS

The elevator at Colfax, N. D., has been remodeled and repaired.

The Lahart elevator, located at Goldenvalley, N. D., has changed hands.

The Clyde Elevator Company of Clyde, N. D., has bought the Amenia elevator.

E. A. Brown has disposed of his elevator at Clear Lake, S. D., to George A. Paton.

Attempts are being made for the establishment of an Equity elevator at Kildeer, N. D.

Plans have been formed by O. E. Canfield for the construction of an elevator at Sanborn, N. D.

An elevator of 11,000 bushels' capacity has been erected on the Caldwell farm west of Monango, N. D.

The independent elevator located at Nortonville, N. D., has been purchased by the farmers of that vicinity.

At Grano, N. D., the Grano Grain & Mercantile Company has been incorporated by H. C. Boomgarden and others.

The old Emil Howe elevator at Webster, S. D., has been secured by the Miller Elevator Company of Minneapolis, Minn.

A new elevator is under course of construction at Germany, N. D., a new town in Emmons County, seven miles north of Winona.

The contract has been let for the construction of a new elevator at Dickinson, N. D., for the Farmers Union Elevator Company.

The Sherwood Grain Company was recently organized at Sherwood, N. D., by H. M. Haan and is capitalized with a stock of \$5,000.

C. O. Peterson and others are the organizers of the Pickert Grain & Lumber Company, of Pickert, N. D. The capital stock of the concern is \$20,000.

The Red Lake Elevator Company was recently formed at Burnstad, Logan County, N. D., by T. W. Arntz and others. The concern is capitalized with \$12,000.

A new cleaning machine has been installed in the elevator of the Farmers' Equity, located Sheldon, N. D. The machine has a capacity for 400 bushels an hour.

A new grain cleaner has been added to the equipment of the Farmers' Elevator at Hastings, N. D. The new machine has a capacity for about 400 bushels per hour.

The Northwestern Elevator, situated at Hope, N. D., is being torn down. The lumber from the building will be hauled to Luverne, N. D., where it will be used in the construction of a new elevator.

The facilities for storing grain has been increased by the Farmers' Elevator Company of Coateau, N. D., by the erection of an addition storage to its elevator capable of holding 11,000 bushels.

The Sutton Grain Company of Sutton, N. D., has been incorporated at that place, capitalized with stock of \$20,000. The organizers are: C. A. Fitch, A. J. Smith of Cooperstown and H. L. Chaffee of Amenia.

The Hartland Farmers' Co-operative Elevator Company was incorporated at Hartland, N. D., not long ago by James Johnson, L. C. Larsen, both of Donbrook, and A. O. Norgard of Hartland, capitalized with \$15,000.

The Voss Grain & Lumber Company of Voss, Walsh County, N. D., has been incorporated by J. C. Sobolik and F. J. Karnik, both of Voss, and Walter R. Reed of Amenia. The capital stock of the concern amounts to \$20,000.

At Pembina, Pembina County, N. D., the Pembina Grain & Lumber Company was incorporated. The capital stock of the firm, of which H. L. McDougall and Grace D. McDougall, both of Pembina, and Frank C. Morris are the organizers, amounted to \$20,000.

The old Abraham & Schultz elevator, located at Wentworth, S. D., has been purchased by Mark Weerts of Woonsocket, S. D., who is now tearing it down preparatory for removing it to St. Mary, near Carthage. Here it is to be used for erecting a new elevator.

Arrangements have been completed for the transfer of the Occident elevator at Fryburg, N. D., to the Farmers' Elevator Company. The latter concern was just recently incorporated and its board of directors consists of the following: O. F. Talkington, Henry Passch, A. H. Anderson, G. E. Fris-

bie and V. A. Smith. The consideration is reported to have been \$6,000.

Henry Truelsen of Zenith and Geo. B. Reed and A. H. Indergard, both of Belfield, N. D., are the organizers of the Zenith Equity Exchange at Zenith, N. D. The capital stock is placed at \$1,500.

The farmers at Fort Clark, N. D., have organized the Farmers' Union Elevator & Consumers Co-operative Company of Fort Clark, Local No. 27. The incorporators of the concern are: L. E. Dresser, H. O. Monson and John Anderson, all of Fort Clark. The capital stock of the firm is \$3,000.

The Farmers Elevator Company of Portland, N. D., was recently disorganized and the Portland Co-operative Elevator Company is an organization which has taken its place. The contract has already been let for the building of the new elevator. The incorporators are: O. K. Haugen, Anton Jemtrud and F. M. Paulson.

OHIO, INDIANA AND MICHIGAN

An addition is being built to the Union Grain & Coal Company of Edgerton, Ind.

An elevator is under course of construction at remont, Ohio, by Irving T. Fangboner.

The Cook & Jessup Grain Elevator at Hobbs, Ind., has been bought by J. A. Cunningham.

Contract has been let by J. C. Phillips for a 60,000-bushel elevator to be constructed at Star City, Ind.

A farmers' co-operative elevator is to be erected at Montmorenci, Ind., at an estimated cost of \$20,000.

The Union Grain Company of Anderson, Ind., has changed its name to the Union Grain & Seed Company.

At Otterbein, Ind., the Farmers' Elevator Company was recently organized with a capital stock of \$15,000.

With an authorized capital stock of \$25,000, the Freeland Elevator Company was organized at Freeland, Mich.

The Oxford Farmers' State Bank has sold the elevator situated at Leonard, Mich., to Frank Bishop, of Almont.

The elevator business of Russell Teeter at Washington, Mich., has been sold by him to Howland & Shoemaker of Almont.

A new \$10,000 elevator has been built at Effner (p. o. Sheldon, Ill.), Ind., by the Sheldon Elevator Company of Sheldon, Ill.

For the purpose of erecting a grain elevator, the Farmers' Co-operative Equity Union has been organized at Ashland, Ohio.

The Farmers' Union Elevator Company of Sullivan, Ind., has been incorporated there with a capital stock amounting to \$10,000.

An elevator is under course of construction at Prescott, Mich., by C. H. Prescott & Sons. The plant will be used by them exclusively.

Joe Kramer of Goshen and Lee Wolfe of Hamilton have purchased the grain elevator located at Lakeville, St. Joseph County, Ind.

W. J. Mercer and Harry Frazier have entered into an agreement to conduct a grain and field seed business at New Castle, Ind., as Mercer & Frazier.

Ohio C. Barber has agreed to erect a 600,000-bushel elevator at Cleveland, Ohio, as soon as the Barber subway franchise ordinance is passed.

Articles of incorporation have been filed for the Columbus Elevator Company at Columbus, Mich. The capital stock of the concern aggregates \$5,000.

A cornmeal mill and machinery for grinding buckwheat and Graham is to be installed in the plant of the Thompsonville Elevator Company at Thompsonville, Mich.

The directors of the recently incorporated Raub Grain Company of Raub, Ind., are John R. Barr, Harry Oarson and Wm. Reynolds. The capital stock of the firm is \$15,000.

Wilson & Barr have completed their concrete 50,000-bushel grain elevator at Earl Park, Ind. The work was done by the Burrell Engineering & Construction Company of Chicago.

The Kennedy Bros. have arranged to build an up-to-date 45,000-bushel elevator at Templeton, Ind. The elevator is to be equipped with modern machinery made by the Union Iron Works.

A partnership has been formed by H. Berkman and A. Lakowsky to engage in the retail grain, feed and flour business at Canton, Ohio. They will build a warehouse and buy in mixed carlots.

The elevator at Columbus, Mich., formerly operated by the Richmond Company, has been disposed of to Matthew Bourke, Michael Shanahan and John P. O'Donnell, who will operate it.

C. O. Miller of Trebeins (r. f. d. Xenia), Ohio, has placed his contract with the Burrell Engineering & Construction Company of Chicago for a 15,000-bushel wood elevator and warehouse. It will be equipped with a Sidney Sheller and Cleaner manu-

factured by the Philip Smith Manufacturing Company of Sidney, Ohio.

A deal was recently consummated between W. C. Hile and J. E. Welis & Co. of Versailles, Ohio, whereby the grain, feed and coal business of the former will pass into the hands of the Wells Company.

Payne & Eikenberry of Camden, Ohio, have awarded the contract to the Burrell Engineering & Construction Company of Chicago, Ill., for a two-story brick seed warehouse, together with elevator facilities, at Hamilton, Ohio.

At an estimated cost of \$25,000, Born & Co., of La Fayette, Ind., expect to build an elevator of 25,000 bushels' capacity. The structure will be 73 feet high, 37½ feet long and 37½ feet wide and will be of concrete construction.

At Darlington, Ind., the Farmers' Grain & Seed Company was formed capitalized with \$60,000 stock, to operate elevators and flour mills. The directors of the new concern are Albert Cox, Geo. M. Malsberry and Bernard Price.

The Cottrell Bros. at Atherton bought the Elevator "B" formerly owned by W. W. Wrightman and located north of the railroad at Clinton, Ind. The elevator is being remodeled and when completed will be of modern equipment.

For the purpose of conducting an elevator business, the H. M. Freeman Grain Company was organized at Indianapolis, Ind., by Harry M. Freeman, Burt F. Finch and B. G. Slaymaker. The capital stock of the concern amounts to \$20,000.

The Farmers' Union Elevator Company of Carlisle, Ind., was organized recently with capital stock of \$10,000. The incorporators of the concern are: W. K. Clarkson, G. W. Kennedy, C. A. Atkinson, R. E. Brentlinger and E. E. Walters.

Martin Cutsinger of Edinburg, Ind., has the foundation laid and the bin walls started on his new concrete elevator. The Burrell Engineering & Construction Company of Chicago, who have the contract, expects to have the roof on in about two weeks.

The Farmers' Elevator Company of Richmond, Mich., has made arrangements to take control of the Richmond Elevator Company's property at Richmond. Joseph W. Winkel is president and manager and E. H. Dowley secretary-treasurer of the Farmers' Elevator Company.

A 25,000-bushel elevator has been erected on the L. E. & W. R. R. at Ward's Switch (Otterbein p. o.), Ind., by the W. D. Foresman Company of La Fayette. The plant will be built by the Reliance Construction Company and will be equipped with two dumps, two legs and a Fairbanks-Morse Gasoline Engine.

Association papers have been granted the Farmers' Elevator Company of Chesaning, Mich. The company was organized to buy and sell grain, hay, etc., and conduct a general elevator and warehouse business on the co-operative plan. The capital stock is \$40,000, of which \$25,000 has been subscribed. The officers are as follows: President, Geo. A. Miller; vice-president, Dennis C. Mahoney; treasurer, Frank Bichmeier and secretary, Edgar S. Phelps.

IOWA

A hay shed has been built at Charter Oak, Iowa, by the Farmers' Grain Company.

Work has been completed on the new Farmers' Elevator building at Palmer, Iowa.

The grain elevator, located just a few miles to the northwest of Grand Junction, Iowa, has been sold by W. T. Strock.

The Seabury elevator, sheds and business building at Logan, Iowa, has been purchased by Andrew Jackson for the sum of \$20,000.

The new elevator at George, Iowa, was completed by the 20th of October. The L. B. Spracher Company of Sibley is behind the enterprise.

Anthony & Carter, grain and feed dealers at Harlan, Iowa, will convert the Park Hotel recently purchased by them into a grain housing establishment.

The capital stock of the W. H. Hubbard Grain Company of Paton, Iowa, has been increased from \$10,000 to \$25,000. The firm has also changed its name to the Hubbard Grain Company.

At New Sharon, Iowa, the Farmers' Elevator Company was recently organized, with a capital stock of \$15,000. The directors of the company are A. L. Johnson, W. E. Patterson, W. J. Nicholson and others.

The elevators of E. Rothschild Company located on the Atlantic Northern at Kimballton and Elk Horn and the equipment at Hansen Heights, Iowa, have been disposed of by that concern to an Omaha company.

Wright & McWhinney of Des Moines have bought out G. W. Armfield, who for many years has been operating a grain elevator at Redfield, Iowa. The company recently bought out D. S. Patty and will tear down both old buildings and

build one large plant equipped with most modern equipments.

The elevator and grain business of C. M. Good at Idagrove, Iowa, has been purchased by I. N. Shearer and his three sons, who will operate as Shearer & Sons. The new firm will handle grain, seeds, hay, straw, feed, etc.

The Farmers' Elevator Company of Schleswig, Iowa, has changed its name to the Farmers' Lumber & Grain Company. The company is capitalized with stock of \$40,000 and has for its officers the following: President, Fred Jepson; vice-president, Henry Naeve and secretary, August Schultz.

The farmers in the vicinity of Ortonville (r. f. d. Waukeet), Iowa, have arranged for the corporation of a company to build and operate a farmers' co-operative grain elevator at that place. The officers of the new company were named as follows: President, Bert Robison; secretary, E. O. DeAtley. The Board of Directors consist of the following: M. Stauffer, John Johnson, A. Caldwell and S. S. Steele.

The Quaker Oats Company has recently purchased the old Illinois Central grain elevator, located at East Dubuque, Iowa. The plant has not been in use since the days when grain transportation on the river was at its height. The new owner will utilize the elevator for manufacturing and for storage purposes. Work on the building of remodeling and installing the new machinery will be started in the spring.

The C. B. & Q. Railway has ordered a No. 6 Hess Drier and Cooler to be installed at the large terminal elevator at Burlington, Iowa, operated by the Trans-Mississippi Grain Company. This will take the place of Hess Portable Driers which had been temporarily installed in that elevator. The Trans-Mississippi Grain Company has used a large Hess Drier for years at its plant in Council Bluffs and apparently believes that a terminal elevator is not complete without a Hess Drier. This is the eighth large drier installed by Bartlett Frazier Company and associate houses.

MINNESOTA AND WISCONSIN

G. W. Van Dusen & Co. have opened up a grain elevator at Taunton, Minn.

E. J. Schneider is interested in the erection of a grain elevator at Amery, Wis.

The Itasca Elevator Company is planning the construction of an elevator at Duluth, Minn.

Another grain warehouse is to be constructed at Tyler, Minn., by the Bingham Bros. of Sleepy Eye.

The McGuire elevator at Rodell (mail Fall Creek), Wis., has been purchased by Niebuhr & Son.

The Peterson-Biddick Company has purchased the Monarch Elevator Company's plant at Wadena, Minn.

At Felton, Minn., the Felton Elevator Company was organized capitalized with stock amounting to \$20,000.

The new grain elevator of the Barrett Grain Company at Barrett, Minn., has been opened for business.

The Helgason elevator, located at Armstrong, Minn., has been purchased by the Quaker Oats Company.

The foundation has been laid for the new elevator which J. H. Hand is to operate at Rolling Stone, Minn.

The elevator and farm machinery business of the late Wm. F. Holst at Brainerd, Minn., has been purchased by George Senn.

The Kellogg Commission Company of Minneapolis, Minn., has leased the Woodworth Elevator Company's elevator at Sedan, Minn.

The farmers in the vicinity of Mapleton, Minn., are contemplating the formation of a company to build and operate a grain elevator there.

The grain elevator at East Shakopee, Minn., has been purchased from the C., St. P., M. & O. Ry. by the Shakopee Farmers' Co-operative Elevator Company.

The elevator at New Denmark, Wis., formerly owned by the Cargill Grain Company, has been taken over by the Kriwanek Grain Company of that place.

The Burrell Engineering & Construction Company of Chicago, Ill., has just completed the 200,000-bushel concrete storage addition for the Pacific Elevator Company of Minneapolis, Minn.

The Helmer Milling Company of Fond du Lac, Wis., has completed the construction of a new elevator there and has placed it into operation. The elevator is equipped with modern electrically operated machinery.

The Pillsbury Flour Mills Company of Minneapolis, Minn., has let the contract to Barnett & Record for the construction of a reinforced concrete grain elevator 120 feet high. The building is to have a frontage of 148 feet and will run back 105 feet to the

railroad tracks. The new elevator will adjoin a similar structure completed several years ago and will cost \$100,000.

The elevator of J. Rosman at Greenleaf, Wis., is now held by the A. G. Wells Company of Depere under a lease.

The second section of 200,000 bushels' capacity to the storage of the Sheffield Elevator Company of Minneapolis, Minn., is about half completed. The work is being done by the Burrell Engineering & Construction Company of Chicago, Ill.

Articles of incorporation have been filed at Madison, Wis., by the Western Elevator Company, a foreign corporation with main offices at Winona, to use \$100,000 of its \$350,000 capital stock in the state of Wisconsin. The Wisconsin offices of the concern will be at Manitowoc.

The Hess drying equipment at the C. M. & St. P. Railroad Elevator "A," located at Milwaukee, Wis., and operated by Donahue-Stratton Company, is being increased by the addition of a new Hess Drier No. 6. This increases the drying capacity of the plant to 36,000 bushels of grain daily.

CANADIAN

The William Rennie Company, Ltd., situated at Toronto, Ont., has let the contract for the erection of a warehouse and elevator.

The Alberta-Pacific Company has made plans for the construction of two elevators, one at Etzicorn and the other, it is reported, at Pakowski. Both of these are east of Foremost in Alberta.

At Winnipeg, Man., the Winnipeg Grain Company, Ltd., was incorporated, capitalized with \$100,000. Among the organizers were Wm. Smith, M. P., B. C.; E. N. Poole, L. J. Elliott and W. J. Smith.

Announcement has been made by W. G. Ross of the Montreal Harbor Commission that that commission will build a large elevator especially for tramp steamships as soon as conditions warrant it. The elevator would have to be equipped for handling 1,500,000 bushels and with conveyors to four berths would cost approximately \$1,000,000. The construction of the four berths with the necessary facilities would cost about another \$1,000,000. The amount necessary to keep the elevator in good condition would be \$200,000 per year.

bean oil is almost as good for a paint oil as linseed oil.

The hay crop has been very large and prices for same will be lower than in a number of years.

On account of the high price of cottonseed meal, so largely used for feeding purposes, substitutes are being found in corn ground in the shuck, in ground peas, and in velvet beans ground up in the pod.

Yours truly,
Augusta, Ga.

N. L. WILLET.

CHANGES IN KAFFIR, MILO AND FETERITA GRADES

Editor American Grain Trade:—I take pleasure in sending you herewith copy of the notice issued by me promulgating the new rule of the Missouri State Grain Inspection Department for grading Kaffir corn, milo maize and feterita, especially relating to the percentage of broken grains to be allowed in grades 2 and 3 of each of the cereals mentioned:

Notice is hereby given, as provided by law, that changes have been made by the Missouri State Grain Inspection Department in the present grades of said Department of Kaffir corn, milo maize and feterita, as follows:

Grades Nos. 1, 2 and 3, inclusive, of Kaffir corn, milo maize and feterita shall be sweet and free from musty smell.

No. 2 Kaffir corn, milo maize and feterita shall not contain more than 8 per cent of broken grains and the per cent of broken grains in No. 3 Kaffir corn, milo maize and feterita shall not exceed 15 per cent.

The different offices of this Department are provided with sieves of proper screen to ascertain the percentages of broken grains allowed in the grades of the cereals above mentioned, under this new rule of the Missouri Department in inspecting and grading same.

The modification of the grades herein specified will be effective 30 days from this date, as required by the State law governing the Missouri Grain Inspection Department.

Am glad to give you this information and regret that my absence from the Kansas City office the past two weeks has delayed furnishing same more promptly for publication through your widely read and most excellent journal.

Yours truly, JAMES T. BRADSHAW,
Missouri State Warehouse Commissioner.
Kansas City, Mo.

MONTANA GRAIN NEWS

Editor American Grain Trade:—Threshing is nearly finished in Montana, according to crop reports received this week. Although the rain in September delayed the threshing to a great extent, the weather for the past six weeks has been such a veritable "Indian summer" generally throughout the state that the farmers have been but little delayed in getting their grains put away. In Richland County, noted for its recently going on the "dry" list, the wheat has been yielding 18 to 30 bushels per acre. In Sweet Grass County, crops are all harvested and threshed. Winter wheat is doing nicely, with plenty of moisture in the ground. Alfalfa hay was a good crop and wheat turned out all the way from 20 to 60 bushels per acre.

In Rosebud County threshing is practically finished and farmers planting a large acreage of winter wheat. Because of the inability of the farmers in northern Montana to hold out for higher prices, the Great Northern Railway is being taxed to its utmost to keep the grain moving toward elevators in Minneapolis and Duluth. One week 750 cars of grain were shipped out and another 1,000 cars were moved.

Work on the new seed-cleaning plant at Helena and the grain elevator, the first building of the kind to be erected in this county, has been started. It will have a storage capacity of 25,000 bushels. The plans are so arranged that additional storage can be added at any time if the occasion demands.

The farmers of Gallatin Valley, with an enormous aggregate crop of wheat, will sell their grain this season at an average price considerably higher than that obtained last year, is the estimate of the biggest farmers and real estate men of the county. Last year the bulk of the wheat in Gallatin County was sold before the prices arose under the influence of the European war. Much of it went at less than 75 cents per bushel, and a large per cent at prices ranging from 60 to 70 cents per bushel. This year the farmers are holding in a concert of action that is unprecedented. Ninety-five per cent of the threshing is completed. From all quarters of the county, reports are coming of machines that have finished the season's run and are coming in for the winter.

Due to the absence of moisture in October the grains have gone to the elevators in prime condition. Of the wheat in the county which has been threshed, and it represents by far the greatest wheat crop the county ever produced, probably less than 20 per cent has been sold at this time. The wheat that has been sold has moved at a price averaging about 80 cents per bushel, in some instances 85 to 87 cents being realized. Here and elsewhere in Montana, the farmers have put forth a supreme effort for a big wheat crop this year, which resulted in an enormously increased acre-

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

A WORD OF APPRECIATION

Editor American Grain Trade:—Herewith enclosed our check in payment for one year's subscription to the "American Grain Trade." We appreciate this journal very much.

Yours truly, BEAR GRAIN COMPANY.
Hicksville, Ohio.

REPAIRING ILLINOIS ELEVATOR

Editor American Grain Trade: Enclosed find remittance for which please renew our subscription to the "American Grain Trade" for one year. We are equipping our house with electric power—changing from gasoline engine—and making general repairs in spouting, etc., over the elevator.

Yours truly, BOIES & CASTLE.
Gridley, Ill.

FIRST REPORT PUBLISHED

Editor American Grain Trade:—We wish to compliment you on the excellent way you prepared the report of the Grain Dealers' National Convention. Also on the fact that your report of the convention is the first one published. It is well prepared and should be of interest to all of the grain trade.

Yours truly, SOUTHWORTH & CO.
Toledo, Ohio.

LOSS IN OKLAHOMA

Editor American Grain Trade:—Our oats and wheat crops here this season amount to very little. The majority of it was ruined in the shock and field. We have a good corn crop, but a very short acreage. Most of the farmers went in heavy on oats.

Yours truly, CHELSEA MILL & ELEVATOR COMPANY.
Chelsea, Okla.

KIND WORDS FROM PEORIA

Editor American Grain Trade:—We acknowledge receipt of October issue of "American Grain Trade" containing the official report of the 19th annual convention of the Grain Dealers' Association. We have also received reprint of the report which you published from Secretary Quinn. You have certainly covered the incident in good form and we feel that you are entitled to our humble thanks for making so much of it, as you certainly have. Do not see how it could have been better done.

Yours truly, P. B. & C. C. MILES.
Peoria, Ill.

PRAISE INDEED!

Editor American Grain Trade:—While I am probably indebted to the office of the secretary of the Grain Dealers' National Association for a copy of your report of the proceedings of the meeting at Peoria I am impelled to offer you a word of admiration for your enterprise and accomplishment in this wonderful presentation.

Although my age and infirmities have separated me from participation in these yearly gatherings

and the interests represented, I welcome and enjoy information concerning them—and expect to so continue, until the end of my career is reached—or the ending of my presence and ability for observation of the doings of others, for my career in fact has had its ending.

Sincerely yours, CHARLES B. MURRAY.
Cincinnati, Ohio.
[Editor for 41 years of the Cincinnati Price-Current.]

NEW CORN READY TO MOVE

Editor American Grain Trade:—Enclosed find check for one year's subscription to the "American Grain Trade." Grain business is rather quiet; new corn from the fields is just about to move. Look for a good, large amount to handle this winter, with the usual light and dark spots appertaining to the grain trade. With kind regards, I am,

Very truly, VICTOR DEWEIN.
Warrensburg, Ill.

NEW DEVELOPMENTS IN THE SOUTH

Editor American Grain Trade:—It is certainly a new thing in the South not to be buying flour, corn, meal, hay and oats. The heavy grocery business is going to be largely curtailed, and, since the farmer is growing his own foodstuffs for the farm, the country supply houses, who have done a tremendous business in the past, in the matter of supplying farm foods, will have to go out of business.

Enormous amounts of velvet beans, both early and late types, have been grown in unheard of amounts, for gathering, for seed purposes, for forage purposes and turning under for soil and enrichment. It is nothing unusual to find men growing velvet beans and corn in one hundred and two hundred-acre fields. After turning under velvet beans here, in the spring, we plant spring crops without nitrogen guano. And may I say to the machinery men, that a velvet bean huller that will do the work—hand machine or power machine—is badly needed.

No such amounts of crimson clover, burr clover or vetches have ever yet heretofore been sown. These three leguminous crops will be turned under in the spring, and succeeding crops will be planted without nitrogen guano.

Immense corn crops have been grown throughout the whole South; this is true of every state. It is believed that Louisiana may develop into one of the largest corn growing states in the Union. No guano is necessary, and this state is now shipping out in the shucks hundreds of thousands of bushels of corn and getting 60 cents per bushel for it. One single grower is advertising 100,000 bushels, and a correspondent of mine reports 300,000 bushels now ready for shipment at one railroad siding.

The South, too, is making a larger cow pea crop than she did last year, and if the weather continues good this crop will be quite heavy. The demand for cow peas of the early varieties, for the latitudes of Maryland, Kentucky and Indiana is increasing every year. The soy bean, too, is heavy, and prices will not be high. The shortness of the cotton crop has put up the price of cottonseed meal, and certain grinding mills are now making inquiries for soy beans for pressing purposes. The products of the soy bean are soy bean meal, and soy bean oil. Soy

age for this season, but will result in smaller plantings next season.

It is estimated that the wheat acreage to be harvested in Montana as well as Gallatin Valley next season will fall 25 per cent under this year's total. Much land that should have been summer fallowed during the past season was turned back for wheat, the owners tempted by the prospects for high prices. Much of this land will have to be summer fallowed this year. The large amount of wheat coming in to the Fort Benton market has induced local capital to put up a second elevator. The Greely-Schmidt Elevator Company, operating several elevators in the county, has decided to build another one at Fort Benton. The contract has been let and the building will be ready to receive wheat by the first of December. The management of the Fort Benton flour mill is considering the erection of an elevator to be operated in connection with the mill, as the plant does not have storage capacity enough.

Yours truly,
Belgrade, Mont. P. M. PARKER.

MILWAUKEE NOTES

Editor American Grain Trade:—The rate of interest charged on advances, under the rules of the Chamber for the month of November, 1915, was fixed by the Committee on Finance at 6 per cent per annum.

Geo. A. Schroeder, Freight Bureau Manager of the Chamber of Commerce, attended the hearing on October 23 at Washington, in the application of the Lehigh Valley Railroad for rehearing in its case before the Interstate Commerce Commission, with regard to the divorcement of the railway from the lake line.

Taking effect December 1, 1915, the through rates on grain, in carloads, from points in Oklahoma, Kansas and other southwestern territory, when originating on the lines of the Missouri, Kansas & Texas Railway, Kansas City Southern Railway and Frisco Lines, to Milwaukee, Wis., in connection with the Chicago, Milwaukee & St. Paul Railway will be the same as are made direct to Chicago.

These through rates are invariably lower than the combination of the rates in and out of the lower Missouri River gateways and will be the means of working considerable grain to the Milwaukee market.

Yours very truly,
Milwaukee, Wis. H. A. PLUMB,
Secretary Chamber of Commerce.

GRAIN TRADE PATENTS

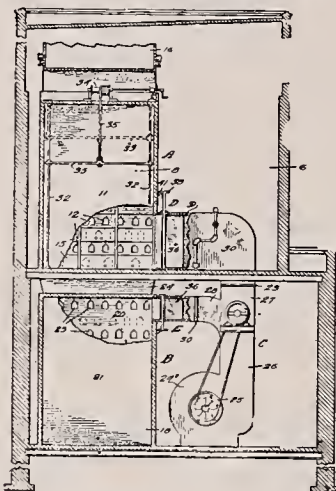
Bearing Date of October 12, 1915

Hay Baler.—Isaac E. Ward, Andale, Kan., assignor to The Fouquet-Ward Bale Tying Company, Andale, Kan., a corporation of Kansas. Filed June 2, 1913. Serial No. 1,156,828.

Bearing Date of October 19, 1915

Grain Drier and Cooler.—Fulton R. Morris, Milwaukee, Wis., assignor to Morris Grain Drier Company, Milwaukee, Wis., a Corporation of Wisconsin. Filed November 18, 1912. No. 1,157,172. See cut.

Claim.—A grain drier and cooling apparatus comprising in combination, a drier chamber, a cooler chamber to which said drier chamber delivers the material



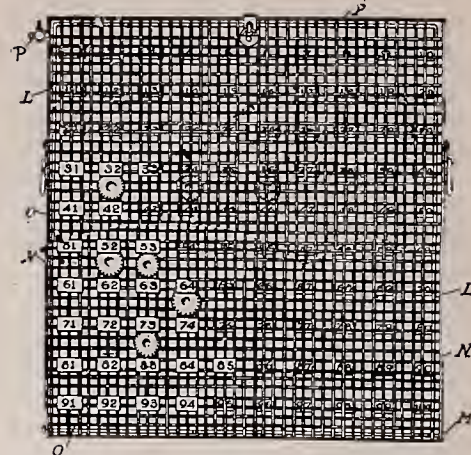
acted upon, unitary means for forcing the air through both said drier and cooler chambers separately, and means for heating the air delivered to said drier chamber prior to its entering the same, substantially as and for the purpose set forth.

Bearing Date of October 26, 1915

Grain Separator.—Jacob S. Walch, Walla Walla, Wash. Filed August 17, 1914. No. 1,158,396.

Seed Corn Case.—Robert E. Locke, Lone Rock, Iowa. Filed January 7, 1913. No. 1,157,790. See cut.

Claim.—A corn case comprising a housing having ventilating means, individually removable tiers arranged in said housing, each tier comprising top wires, bottom wires and end wires, and a plurality of transverse wires extending through each tier whereby the same is di-

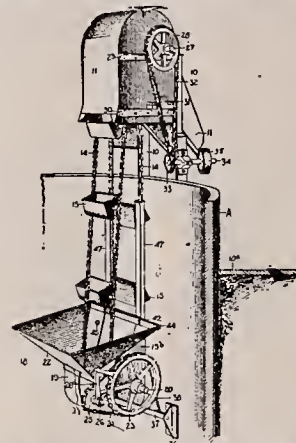


vided into a plurality of stalls, said cross wires being movable with relation to each other to vary the relative sizes of the said stalls when desired.

Bearing Date of November 2, 1915

Elevator.—Carl A. Larson, Stromsburg, Neb. Filed January 25, 1915. No. 1,159,237. See cut.

Claim.—In an elevator, elevating conveyor means, overhead means freely suspending said conveyor means to permit the same to hang in a silo or excavation, a structure supported on the said conveyor means at the



lower end of the latter and having its sole connection with the overhead suspending means through the medium of the said conveyor means, a vertical rocking frame on the said structure extending at a side thereof, and pivoted bearing shoes on the said rocking frame, the shoes being adapted to bear against the walls of a silo or excavation.

HESS

Grain Driers
Out Door Grain Conditioners
Brown-Duvel Moisture Testers
(With Glass or Copper Flasks)

These are the most important factors in the grain trade this fall—owing to the vast amount of soft—VERY soft corn—which must be handled.

We are working our factory at full capacity on ORDERS. If your order is placed early you may save the annoyance of a delay in filling. Write—wire—telephone. We're at your service.

Hess Warming & Ventilating Co., 1210 Tacoma Building, Chicago.

For Sale: Two No. 3 Hess Portable Driers, good as new, \$750 each, f. o. b. Burlington, Iowa, to be removed to make room for a big Hess Drier.

HAY, STRAW AND FEED

F. E. Howe recently started a feed store at Ridgefield, Ill.

A. N. Christenson has opened up a feed store at Matheson, Colo.

James Mallon has entered the feed business at Peoria Heights, Ill.

Harry G. Lamb of Kearney, Neb., has started a retail feed store at that place.

An addition has been built to the feed store of L. E. Gerald at Burnham, Me.

A new feed establishment has been opened up at Chetopa, Kan., by W. H. Cloud.

A large addition has been built to the feed store of Leblanc Bros. at Hubbell, Mich.

A new feed establishment has been opened at Kent, Wash., by Underwood & Holt.

At Shell Lake, Wis., a feed and flour store has been established by C. H. Hotchkiss.

At Roosevelt, Minn., the feed and flour business has been entered into by J. L. Davis.

At Riverside station, Chicago, Ill., a feed store has been opened up by Conrad Kern.

J. D. Gibbey recently organized the Fidelity Feed & Grain Company of Salamanca, N. Y.

A new feed and flour store has been started at Stromsburg, Neb., by Chester Underhill.

J. C. Dudley & Co., of Adams, Mass., has engaged in a retail feed and flour business there.

Dwight Wilson is now in possession of the feed business of Frank Moulton at Morrison, Ill.

C. C. Morrill of Wichita has taken over the feed business of Bert Sanders at Atchison, Kan.

A flour and feed establishment has been opened at Auburn, Wash., by Summerfield & Holt.

A. C. Snyder has bought from E. T. Kahle & Son at Clarion, Pa., their feed and flour business.

The feed and grocery business of G. L. Garrison at Ft. Scott, Kan., has been disposed of by him.

Charles Wigg & Peterson & Son are now in control of the Currell feed business at Boone, Iowa.

A. H. Miller of Carthage, Mo., is interested in the construction of a large addition to his feed store.

Half interest in Otis Hart's feed business at Creston, Iowa, has been purchased by William Watson.

A building has been built at Corning, Iowa, which will house the feed business of W. S. Lyons & Son.

Colton & Ward have been succeeded in the feed and flour business at Bangor, N. Y., by L. E. Ward.

Joseph Cohen will engage in the feed and flour business at Grand Rapids, Mich., in the near future.

The feed business of J. F. Busche in Osceola, Neb., has been purchased from him by M. V. Byers.

T. H. Blanchard and A. J. Rogalske have engaged in the feed and flour business at Mahanomen, Minn.

A wholesale feed and flour store has been established at Webster City, Iowa, by George Christenson.

Trager & Stetson of Livingston, Mont., has sold his feed and flour business to Otto and Carl W. Lenk.

August Fissell, the feed dealer of Normal, Ill., has contracted for the erection of a 50,000-bushel elevator.

J. E. Ross & Sons have sold their feed establishment at Washington, Iowa, to Bert Sands and Joe Maxwell.

B. C. Cox has opened up a new feed store at Providence, Ky., where he will handle feedstuffs and flour.

A building has been constructed at Stoughton, Wis., by Frederick Scheldrup to accommodate a feed and flour store.

The old feed and flour business of George H. Hornby at Valentine, Neb., is now being carried on by Peter Brush.

The City Feed Company of Hickory, N. C., will build a new brick structure, 40x90 feet, two stories high, at that place.

Frank Faulk of the Faulk Milling Company of East Liverpool and Chester, Ohio, has purchased the Faulk feed store which is located at Wellsville, Ohio.

The Myakka Fruit Farms Company of Myakka City (no p. o.), Fla., was interested in the erection of a building to be used by R. E. Dowling, formerly of Howard & Dowling Company of Bradentown, for the storing of feed and general merchandise. The

structure is 40x100 feet and was ready for occupancy the middle of October.

W. L. Stephenson and T. G. Cruse of Sourlake, Texas, have come into possession of the feed store of Finkelstein Bros.

Robert Agnew has entered the feed business at Fonda, N. Y. He was formerly with Lewis & Agnew of Westmoreland.

At Tracy, Minn., a new feed and flour business has been started by R. F. Kinmore in the Main Building at Front Street.

A new brick building is under course of construction by J. C. Hedge Company for its feed business at Des Moines, Iowa.

Samuel N. Baxter is the new proprietor of the feed store at Cleo, Okla., which was formerly the property of Oscar R. Brooker.

A feed store is to be established in the new building now under course of construction at Jasper, Ala., by the Cranford Mercantile Company.

Paul Harris has opened up a feed and flour store at Pawhuska, Okla. He will handle hay and grain in addition to the above mentioned supplies.

The feed and flour business of O. W. Gotto at Michigan City, Ind., was badly damaged by fire recently. Loss estimated to be several thousands of dollars.

For the purpose of dealing in feed, flour and building materials, the Lombard Utility & Supply Company was organized, capitalized with \$2,500, at Lombard, Ill.

Waller Axbill and J. N. Bush have taken a lease on the feed store and coal yard of John P. Conway at Winchester, Ky. New scales are being installed and the place remodeled in general.

H. B. Hibbert has disposed of the bankrupt stocks of W. H. Evans & Son, feed, seed and flour dealers of Camden, Tenn., which he recently bought, to E. E. and J. L. Fry. They will operate as the Fry Bros.

Toberman, Mackey & Co. of St. Louis, Mo., write: "Good high No. 2, No. 1 and choice timothy, as well as light clover mixed hay, is scarce and in good demand and bringing good prices. We do not look for any advance in prices on the medium grades of hay, but expect to see a good strong demand and firmer prices on the better grades. We would advise shipments of good grades of hay to

this market, but low grade hay had best be left in the country. Choice and high No. 1 bright prairie in good demand at full values. No. 2 and lower grades unsalable and neglected."

The Southwestern Feed Company of Cedar Rapids, Iowa, recently organized. E. C. Counsell is president. R. Opasl of the Dakota Feed Company of Lisbon, N. D., is also interested in the firm which will handle mill products.

The Standard Flour & Feed Company was organized at Bozeman, Mont., to conduct a feed and flour business. The directors of the concern are: Frank K. Mutch and Thomas Lee of Butte, and T. B. Story, Chas. Vandenhoeck and C. W. Sweet of Bozeman. The capital stock of the firm amounts to \$25,000.

CHICAGO HAY MARKET

Albert Miller & Co., Chicago, report November 12, 1915, as follows: "Timothy arrivals so far this week show lighter than for same days last week. There has been a very good demand for all grades, prices holding firm. Some outside demand developing for the medium grades. Advices of new shipments being lighter prospects are good for a favorable market coming week. We therefore advise continued shipments.

"Arrivals of prairie hay have shown considerable increase this week; in fact, supply of medium and low grades now exceed the demand. Considerable being held over from day to day unsold.

"There is active demand for good colored alfalfa, while bleached hay shows sale. Market for straw is overstocked. Do not make any shipments on straw until further advised."

You Profit by Consigning Your
HAY
to
J. C. Pederson & Co.
RECEIVERS AND SHIPPERS
30 Years' Experience in the Chicago Market.
327 So. La Salle St., CHICAGO, ILL.

HUFFINE & COMPANY
Wholesale **HAY** and Grain
(Members National and Kansas City Hay Dealers Association)
Established 1888. Kansas City, Mo.



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

SHIP YOUR HAY

to

ALBERT MILLER & COMPANY

192 N. Clark Street, CHICAGO, ILL.

Largest Handlers of Hay in the Middle West

REFERENCES

{ First National Bank, Chicago
National City Bank, Chicago
National Produce Bank, Chicago

ASSOCIATIONS

FARMERS' GRAIN DEALERS SET DATES

The Illinois Farmers' Grain Dealers' Association has decided upon February 7-9 as the dates for the annual meeting. Bloomington is chosen as the place.

In Iowa the Farmers' Association will also meet in February, at Des Moines. One of the principal subjects for discussion will be "Good Roads," and, as a result, it is expected that material benefit will follow.

JOINT MEETING FOR MISSOURI AND KANSAS

A joint meeting has been announced for the Missouri Grain Dealers' Association and the Kansas Grain Dealers' Association at St. Joseph, Mo., October 28. These combined meetings are good policy for they bring the associations closer together, tend to unify the rules and regulations, and also increase the influence of the shippers when a terminal market, like Kansas City, is common to both. A good attendance is looked for.

ILLINOIS DISCIPLINES MEMBERS

On November 1, the Executive Committee of the Illinois Grain Dealers Association was forced to expel John T. West, of Loda, and Daniels Bros., of Bentley, for refusing to arbitrate differences in conformity to the rules of the Association. It is not often that such refusal takes place, but when it does drastic action should always follow. The By-Laws of the Association provide that neglect or refusal to arbitrate shall be deemed "uncommercial conduct." This enlightened declaration is the direct result of association work and should convince the most skeptical of the value of organization.

New members of the Association are reported as follows: W. C. Maguire, Maroa (station at Crawford Siding); W. G. Heathfield & Co., Inc., Buffalo, N. Y.; The Moses Rothschild Company, Chicago. Six other applications are under consideration by the directors.

OHIO MEETING ON NOVEMBER 16

The Ohio Grain Dealers' Association will hold its fall meeting at the Virginia Hotel, Columbus, beginning at 10:00 a. m., Tuesday, November 16. The meeting is being held two weeks later than usual this year on account of the backward condition of the corn crop as this is expected to be one of the main topics of discussion. Crop conditions, business conditions in the trade and other problems will be fully reviewed. This fall meeting is informal and every dealer, whether a member of the Association or not, is invited to attend and take part in the discussions.

Of the meeting Secretary McCord says: "Never before in the history of the grain trade were there as many serious problems confronting not only the dealer, but also the farmer, as are presented to them at this time arising from the war in Europe. Consideration and discussion of this situation cannot help but be beneficial and helpful to all of us. In view of the unprecedented conditions affecting our business and the fact that every grain dealer can at this time safely leave his business for a day, we ought to have a larger attendance than ever before at a fall meeting, and we count upon such attendance with much confidence."

ACTION EXPECTED IN TEXAS

Since it took rank as a grain export port Galveston, Texas, has made it a custom not to inspect grain until it had been unloaded into an elevator. This resulted in considerable delays, as there were no demurrage charges on export grain. At a recent conference of railroads serving Atlantic and Gulf ports the following ruling was passed:

When grain in bulk for export is held at the various ports owing to inability to unload same into elevators or boats (such boats being employed in place of elevators) grain so held in cars will be entitled to the same free time as allowed in elevators, and the charges for grain held in cars beyond such free time will be upon the same basis and equivalent to the charges which would accrue if such grain were held on storage in elevators or boats. Such free time as may be allowed the grain when held in cars will apply against and be deducted from any free time the same grain would be entitled to in elevators or in boats.

Secretary H. B. Dorsey of the Texas Grain Dealers' Association submitted this ruling to the members, commenting on it as follows:

Thinking this might affect the interests of many of our members, I decided to submit it to you and ask you to advise me by return mail what you think of the proposition. At first it occurred to me that in view of the fact that grain is not inspected in Galveston until placed at the elevators for unloading, that the adoption

of this rule might be of benefit to most of our members shipping to Galveston for the reason that it would create an incentive on the part of the exporter or the party holding the bill of lading to get the grain unloaded as quickly as possible, while under the present or old conditions, there being no demurrage on export grain, there doubtless is and was an incentive on the part of the party holding the bill of lading to allow the grain to stand on the track, as no charges were accruing. Anyway, I would thank you who feel an interest in the matter to write me fully on the subject.

IOWA SEED DEALERS ELECT

The annual meeting of the Iowa Seed Dealers Association was held at Keokuk last month. George Kurtzwell of the Iowa Seed Company, of Des Moines, was elected president; J. D. Ourren, of the Ourren Seed Company, of Council Bluffs, vice president; A. M. Eldridge, of the Field Seed Company, Shenandoah, secretary, and John T. Hamilton, of the Hamilton Seed Company, Cedar Rapids, treasurer. No place for the meeting next year was named, this being left to the option of the members and officers as it was this year.

MICHIGAN DEALER PASSES

J. A. Heath, for many years secretary-treasurer of the Richmond (Mich.) Elevator Company, which became involved in difficulties some time ago, met



J. A. HEATH

the angel of death and received his summons on October 10. Bravely and without faltering he accepted his entrance into the great mystery just as he had met and overcome the problems and difficulties of life, and the courageous spirit which will ever be remembered by his family and friends will remain a lasting heritage and solace.

Mr. Heath was 48 years old when he died. He was born in Richmond and spent his life there, except for seven years in California. He was successful in business until his health failed, and his interests otherwise were broad and extensive. He served for several years as president of the Michigan Bean Jobbers Association, was at one time an officer of the National Hay Association and was active in educational and charitable work.

For many months before death relieved him he was a sufferer from cancer, an amputated leg delaying but not stopping the ravage of the disease. His weakened condition made him a prey to tuberculosis at the last, which was the immediate cause of his death. By it the grain trade has lost a strong figure and a true friend.

FREIGHT rates from New York to Archangel, Russia, are now about 115 shillings per ton. Time of transportation is from one to one and one-half months. Insurance rates for this route were, in September, 4½ per cent.

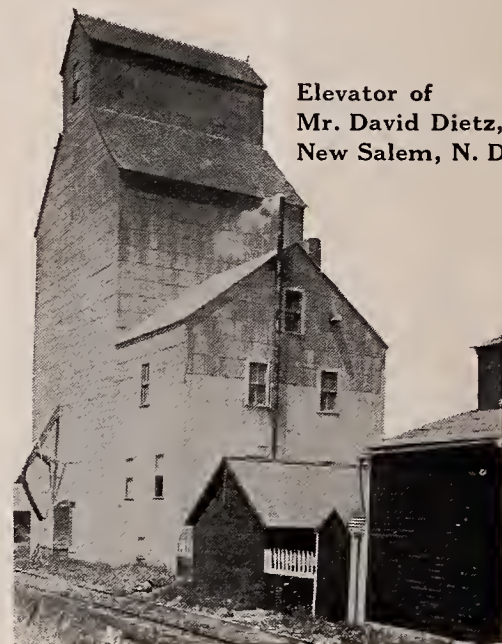
THE U. S. Department of Agriculture recently bought four tons of alfalfa seed in the Yuma Valley of Arizona at 20 cents a pound, for distribution throughout the country. This makes a nice little advertisement for Yuma grown seed.

Elevator Man Makes Money Milling Flour

Mr. David Dietz, of New Salem, North Dakota, Puts in "Midget" Marvel Mill and Routs Competitors—Makes Big Profits!

Here is another case where an elevator man turns wheat into real money, turns it into good big profits by installing a "Midget" Marvel Flour Mill in connection with his elevator.

His profits run as high as \$2.70 to the barrel or more than 50 cents a bushel. In fact, he paid for his mill, lock, stock and barrel in about eight months.



Elevator of
Mr. David Dietz,
New Salem, N. D.

But Mr. Dietz is not the only elevator man who is "cashing in" with this wonderful mill. Hundreds of others all over the country are turning waste power, space, and labor into big profits with practically no increase of overhead.

And what these men are doing, you or any other red-blooded man can do. There's a big opportunity waiting for grain and elevator men in this wonderful flour-milling proposition.

It is a complete flour mill system within itself—all in one frame, requiring very little space, power or attention to operate. No wonder it pays so handsomely.

Write us today for our interesting free book, "The Story of a Wonderful Flour Mill" which tells all about this marvelous "Midget" Marvel Mill wonder that is revolutionizing the milling business. It gives estimates, prices, terms, etc.



THE "MIDGET" MARVEL

Anglo-American Mill Co.

INCORPORATED

445 Fourth St., Owensboro, Ky.

GRINDING TESTS are being conducted by Mr. J. T. Lawler at the San Francisco Exposition in the Palace of Food Products Building, S. E. corner Court Place, with the "Baby Midget" and three "Midgets" on exhibition.

FIELD SEEDS

The Zeller Seed Company, which operates at Jefferson, Iowa, has built a new warehouse.

The Door County Seed Company of Sturgeon Bay, Wis., has built a new seed warehouse there.

A. H. Hoffman has taken out incorporation papers at Lancaster, Pa., to conduct a seed business.

The Western Seed Company of Portland, Ore., was incorporated recently with a capital stock of \$10,000.

The Atchison Seed & Flour Store Company was chartered at Atchison, Kan., capitalized with capital stock of \$10,000.

The Milwaukee Seed Company of Milwaukee, Wis., has, according to reports made by its officials, handled from \$150,000 to \$200,000 worth of white clover seed this season.

Interest in the seed firm of Reed & Hodge at Palatka, Fla., has been purchased by E. L. Mann. Hereafter the business will be conducted as Mann & Hodge Seed Company.

The capital stock of the Nebraska Seed Company, operating at Omaha, Neb., has been increased from \$50,000 to \$150,000. The president of this concern is Henry G. von Windheim.

The Kirtland Distributing Company, operating at Columbia, S. C., has installed a seed department in its plant. The machines to be utilized for cleaning seed are of modern type.

A tract of 11½ acres has been leased for 99 years by the Albert Dickinson Company at Chicago, Ill. The lease provides for the building of structures costing \$150,000 within seven years.

The Farmers' Mutual Seed Association has been incorporated at Chicago, Ill., capitalized with stock of \$6,000. The organizers of the concern are A. A. Berry, John F. Summers, A. F. Galloway and J. F. Sinn.

A seed farm near Bozeman, Mont., threshed out 40 bushels of Alaska peas and nearly 50 bushels of Gem peas to the acre. The latter are worth about \$2 per bushel for seed. No wonder the Montana seed growers are an enthusiastic bunch.

The Idaho Pure Seed Association will hold its convention and exhibit at Caldwell this year. The reputation of Idaho seed growers is increasing each year, and the coming exhibit, moving from the extreme east to the western part of the state, promises to be the best ever held.

Tazewell County, Ill., one of the most progressive farming communities in the corn belt, has a society composed of growers of Reid's yellow dent seed corn. The present officers are: C. S. Sloninger, Morton, president; T. E. Orth, Washington, vice-president; Raymond Peine, Minier, secretary, and A. C. Hellemann, Tremont, treasurer.

Experts throughout the country are "viewing with alarm" the seed corn situation. There may be plenty of corn, but much of it will have to supply fields far from its natural location, which is not a good thing. That early October freeze killed the home supply in some districts entirely. No one will lose any money on good strong-germinating seed corn next spring.

W. T. Ainsworth & Sons, the seed corn dealers located at Mason City, Ill., have been making various improvements on their plant lately. A large double corn crib, 64 feet long with 8-foot wide cribs on each side, has been built. A very high driveway permits machinery to be installed beneath the drive, although the cribs come well down to the ground with doors opening from the outside convenient to shell from. This crib is designed to take care of the culls from the big seed house and is located about 100 feet west of it. Extra drying facilities are also afforded by the cribs. The owners have also installed in the main corn house a new wire drying rack. Each rack is made to hold 100 ears of corn and can be hung about the driveway or in out-of-the-way places about the house. To facilitate the fall drying, big wire doors are located at each end of the driveway, permitting a complete air circulation during day and night.

TOLEDO SEED MARKET

Southworth & Co., of Toledo, Ohio, report the seed situation, November 10, as follows: "Much Western seed visited Toledo during the latter part of October and the first days of November. This movement is probably about completed. It leaves the Central States mainly on their own resources. Some help will come from abroad. Opinions differ. Some seaboard houses write us that a liberal quan-

tity of French and Italian seed may be expected in mid-winter. The political situation is a complicating factor. Toledo stocks are around 18,000 or 20,000 bags. The carry-over was liberal. The situation does not favor accumulation of large stocks during the winter.

"Our Central States correspondents are unanimous that the crop is a practical failure. Some parts may have a fairly good carry-over, but interior stocks are not generally considered substantial by any means. Some curtailment of consumption will come from the high prices. Will it offset the shortage in supply? Highest prices came in other seasons after the first of the year. A feature of the situation here is the large amount of seed graded prime this season—9,250 bags, compared with 6,550 bags in 1914; 3,423 in 1913, and 6,718 in 1912. This is due to the large arrivals of western seed, which turned out to be very fine quality.

"November receipts are expected to show a decided falling off from October, though the late arrivals of seed from the West have boosted the figures thus far above expectations. Receipts the first week of the month were 3,729 bags. Shipments were 2,087, which is liberal for one week in November."

N. L. WILLETT SEED CO.

Augusta, Ga.

Dealers in All Southern Seeds

Especially in

Cotton Planting Seeds, Cow Pea Seeds, Soy Beans, Velvet Beans, Peanuts and Corn Seeds.

Record Clover Prices?

With demonstrated shortage in central states and northwest already drained, light receipts are expected. Similar conditions produced record prices in former years. Will this season establish new record? For latest news bearing on the situation, read our Daily Letter, published in Toledo Daily Post. Sample copy on request.

SOUTHWORTH & CO.

Second National Bank Bldg.,

TOLEDO, OHIO

BUYERS
and
SELLERSMedium, Alsike,
White, Alfalfa,
Clover, Timothy,
Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.
Milwaukee, Wis.Grain and
Seeds

SEEDS FOR SALE

Alfalfa Seed. AYE BROTHERS, Blair, Neb.

FOR SALE

Carloads of bulk maize. Pure Sudan seed. NORRIS BROS., Lockney, Texas.

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

FOR SALE

Sudan Grass Seed. Special price on car lots. Also Milo Maize, Kaffir and Feterita. WEAVER BROS., Lubbock, Texas.

SEEDS WANTED

Clover seed, red, mammoth, sweet, alfalfa. Also timothy and soys. O. M. SCOTT & SONS CO., 200 Main St., Marysville, Ohio.

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

GRAIN FOR SALE

Wanted, buyers of white, hard and red milling wheat to advise their wants. We can supply you. FARMERS' GRAIN CO., Railway Exchange, Denver, Colo.

FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C.i.f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, 110g Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

THE ILLINOIS SEED CO.
CHICAGO, ILL.

We Buy and Sell

FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

Chicago

PURE SEED LAWS

Minneapolis

FIRES-CASUALTIES

Fire damaged the elevator of the Dodge Grain Company at Bathgate, N. D.

The feed store of S. H. Phelan at Calais, Maine, was damaged slightly by fire not long ago.

The feed and flour warehouse of B. M. Cassell at Philadelphia, Pa., involving a loss of \$12,000.

A loss of \$5,000 was sustained by S. L. Stack when his feed store at Gainesville, Texas, burned.

Fire damaged the elevator of The Harshman Company at Snyder, Ohio, to the extent of \$10,000.

James H. Jones Company's warehouse, located at Nord, Cal., was burned on October 12 with a loss of \$15,000.

Fire consumed the building of F. G. and F. W. Tillinghast, grain dealers at Central Village, Conn., on October 21.

At Soso, Miss., the seedhouse, warehouse, feed crusher, corn mill and gin of Green Bros. were damaged by fire.

On October 20, the Ellingson hay warehouse, located at Tempe, Ariz., burned with a loss of several thousands of dollars.

Fire of unknown origin burned the elevator at Requa (mail to Fairchild), Wis. The insurance carried on the plant was \$1,200.

A loss of \$500 was sustained by the O. K. Feed Store, operated and owned by Pruett & Son, located at Drumright, Okla., when it was burned.

The Arizona Alfalfa Milling Company sustained a severe loss when fire damaged its warehouse located at Phoenix, Ariz., on October 10.

About 15,000 bushels of grain were consumed when fire burned the elevator of the Maple Leaf Elevator Company, Ltd., at Markinch, Sask.

Albert Smith, aged 16 years, was smothered when he fell through an opening into a corn bin at the elevator of Paul Kuhn & Co., at Hastings, Ill.

The elevator of the Land Milling Company of Texarkana, Ark., was damaged by fire to the extent of \$10,000. The damage was repaired immediately.

A. & C. Schwiesow's elevator, located at Monee, Ill., was set on fire on October 15 from sparks from a passing locomotive. The damage done was very slight.

Fire consumed the Ely-Salyards elevator at Hanaford, N. D., recently. The elevator contained about 15,000 bushels of grain at the time of the conflagration.

The hay warehouse of the Willow Warehouse Company at Willow, Cal., was burned with a loss of \$10,000. The origin of the fire is supposed to have been incendiary.

On October 30 the Noble & Reid elevator, located at Hamburg, Iowa, burned, with a loss of \$12,000. The insurance carried on the building and its contents amounted to \$8,000.

Fire consumed over 1,000 tons of hay and several buildings on the outskirts of Los Angeles, Cal. The hay, valued at \$20,000, was owned by the Vernon Fuel & Feed Company.

Fire was discovered in the new farmers' elevator and in the Gilbertson plant at Velva, N. D., before much damage was done. It is thought that the origin of the blaze was incendiary.

A spark from a passing engine is thought to have caused the blaze which burned the old grain elevator at Aledo, Ill. The loss amounted to about \$3,500, partially covered by insurance.

The elevator owned by the Skewis Elevator Company of Minneapolis, located at Henderson, Minn., burned to the ground, together with about 3,000 bushels of grain. The cause of the fire is unknown.

The Moore Bros. elevator at Bradley, Okla., has been burned. The loss suffered by this company, whose main offices are at Chickasha, amounts to \$7,000 and the insurance carried amounted to \$5,000.

The White Water (Kan.) Elevator Company's plant at McLain (r. f. d. from Newton), Kan., burned. The elevator, which has a capacity of about 10,000 bushels, held 2,000 bushels at the time of the blaze.

The grain elevator of the Pere Marquette at Ludington, Mich., has been shifted out of plumb. This was caused by the shifting of the foundation. The company has a crew of men busy jacking up the structure to prevent further damages.

The Vaux elevator, located at Sidney, Mont., was totally destroyed by fire the latter part of October. The fire is supposed to have been caused by sparks from a locomotive switching in the yards. The loss is estimated at \$10,000 on the grain and \$6,500 on

the elevator, on which there was \$11,800 insurance carried. The owner plans to build a new 30,000-bushel elevator immediately.

The private warehouse of Norton & Deneen at Oakesdale, Wash., burned on October 11. The building contained about 50,000 bushels of grain at the time of the conflagration. The greater part of the loss was covered by insurance carried.

The Farmers' elevator at New Holland, Ill., was burned with a total loss, on October 30, 1915. The cause of the fire is unknown. In fighting the flames R. Tomlinson, a farmer's boy, was thrown 40 feet from a scaffold and severely injured.

The grain elevator and flour mill of the Tranchant & Finnell Company, located at Osborn, Ohio, was destroyed by fire on November 1, with a loss of about \$50,000. The origin of the fire was not determined. The lack of fire appliances allowed the fire to spread rapidly and result in total loss.

The elevator located at Clearmont, Mo., burned to the ground recently, resulting in a total loss, covered, however, by insurance. The greatest loss was felt by G. W. Carter of Hepburn, Iowa, who had 2,500 bushels of grain stored in the plant, and which was only partially insured.

While working on the large elevator under course of construction at Grainfield, Kan., George Brown, a laborer, lost his balance and fell a distance of 60 feet. At first it was thought that he had been killed, but it was found that he only suffered from a broken leg and a few minor bruises.

Fire seriously damaged the feed, flour, grain and hay warehouse of Harry B. Casse at Philadelphia, Pa., recently. The damage done to the warehouse and to the neighboring houses amounted to several thousands of dollars. It is thought that the cause of the conflagration was spontaneous combustion.

Fire of unknown origin consumed the Farmers' Elevator, located at Belfield, N. D. The elevator had a capacity of 40,000 bushels and was valued at \$9,000. The contents were valued at \$8,700 and an insurance of \$8,000 was carried. Work has already been started on the new elevator, which will have a capacity of 50,000 bushels and contain a feed mill. All the machinery will be electrically driven.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

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Miscellaneous Notices

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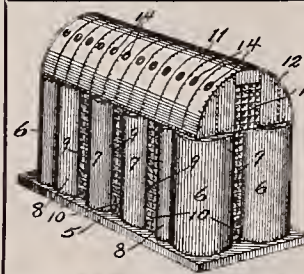
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OBITUARY

H. H. Norton, a feed dealer of Adams, N. Y., died recently there.

Aged 71 years, Conrad Jacob, a grain and feed dealer of Detroit, Mich., passed away there.

Hugh Gallagher of Montclair, N. J., passed away, aged 68 years. He had been engaged in the feed and flour business for 40 years.

E. E. Hogdon, a member of the firm of Poole & Hogdon, feed, hay and flour dealers of North Conway, Mass., died early in October.

Van M. Morgan, a prominent grain dealer of Indianapolis, Ind., committed suicide. He was 53 years old at the time of his decease.

Philip H. Eisenmayer died on October 23 at Murphysboro, Ill. He was president of the Southern Illinois Milling & Elevator Company.

George A. Chapman, president of the Chapman's Limited, passed away at Toronto, Canada, on October 17. Mr. Chapman was well known in the grain trade of that province.

On October 16, Fred H. Wilcox, a member of the feed and flour firm of Wilcox & Carrier at Sherburne, N. Y., died at a hospital in Utica. He had been in poor health for several years.

After a gradual decline in health for several years, Mason Gregg died at Kansas City, Mo., on November 4. Mr. Gregg was a member of the Kansas City Board of Trade. He leaves a widow and one daughter.

Fred Puff died recently at his home at St. Louis, Mo., after suffering a brief time from liver trouble. He was well known to the grain trade of the entire country. In 1892 he came to Chicago and operated as Puff, Slaughter & Co. Later he returned to St. Louis as the representative of Brosseau & Co. of

Chicago in the St. Louis market. At the time of his death he was in the employ of John T. Milliken and was 60 years old.

After an illness lasting 10 days, Carl R. Wilkins, secretary of the Norris Grain Company of Winnipeg, Man., died on October 18. He was transferred to this location from the Kansas City office three years ago.

Thomas F. McConnell, who for the past 25 years has been connected with the Galena Elevator Company of Galena, Ill., died at the home of his daughter in Chicago at the age of 68. Pneumonia caused his demise.

James Bennett of Bowen, Ill., died from the effects of a stroke of paralysis. He was the owner of the electric light plant there and operated the elevator and feed store. He is survived by his widow and seven children.

On October 11, J. A. Heath, manager of the defunct Richmond Elevator Company of Richmond, Mich., passed away. Tuberculosis was the immediate cause of his death. Further details will be found elsewhere in this issue.

Samuel Garoutte, a pioneer grain man of California, died October 14 at Richmond, Cal. Mr. Garoutte has been a resident of California for more than 40 years and had been prominent in the grain industry when that business was at its height in the West.

E. D. Humphrey, president of the El Reno Mill & Elevator Company of El Reno, Okla., and the Chickasha Milling Company of Chickasha, Okla., and the owner of many country elevators, died from an apopleptic stroke on October 19. He was born in 1855 in the state of New York. He first entered the milling business at Naples, N. Y. In 1892, to-

gether with Stuart Hare, he left for Oklahoma and started a mill at El Reno. Mr. Humphrey was one of the organizers of the Oklahoma Grain Dealers' Association. He is survived by his widow and three sons.

GOVERNMENT CROP ESTIMATE

The November estimate of the Crop Reporting Board of the U. S. Bureau of Crop Estimates, issued on November 8, is as follows:

Crops.	Yield per a.		Production (000 omitted).		Average,Qual-ity.
	1915. 10-yr. Prelim.	1915. Av.	1915. Prelim.	1914. Final.	
Corn, bus....	28.3	26.6	3,099,569	2,672,804	2,708,334 —9.7
Wheat, bus....	16.9	14.8	1,002,029	891,017	686,691 —2.3
Oats, bus....	37.8	29.6	1,517,478	1,141,060	1,131,175 0.0
Barley, bus....	32.0	25.1	235,682	194,953	181,873 +4.1
Rye, bus....	17.0	16.4	44,179	42,779	34,911 +1.5
Buckwh't, b.	20.4	19.9	16,550	16,881	16,597 +0.7
Hay, tame, tons	1.59	1.40	80,983	70,071	65,987 —6.3
Hay, wild, tons	1.20	20,293	18,615
Flaxseed, bus. 9.8	8.8	18,446	15,559	19,501 —0.7
Rice, bus....	32.2	32.3	26,251	23,649	24,016 ...

Details for the corn crop in the principal states follow:

State.	Yield per acre.		Production (000 omitted).		5-yr. av. Quality.
	1915. 10-yr. Prelim.	1915. Ave.	1915. Prelim.	1914. Final.	
Pa.	38.0	39.3	57,836	62,178	56,524 83 92
Virginia ..	23.5	24.2	61,332	39,380	46,959 89 84
N. Car... ..	19.5	17.6	59,144	57,550	47,884 91 90
Georgia ..	15.0	13.6	66,600	56,000	53,482 88 91
Ohio	40.7	38.8	154,497	142,715	154,651 81 89
Indiana ..	39.5	37.1	199,396	163,317	186,900 81 82
Illinois ..	37.0	34.8	386,613	300,034	366,383 79 86
Mich.	31.5	33.7	55,125	63,009	54,829 62 90
Wis.	24.0	36.3	42,240	69,862	56,346 45 91
Minn.	23.5	33.3	62,933	91,006	76,584 35 92
Iowa	30.0	34.9	310,500	389,424	352,236 48 91
Missouri..	29.2	28.1	210,240	158,400	200,859 87 70
So. Dak..	30.0	28.1	96,300	78,000	60,509 50 87
Nebraska..	30.5	25.3	212,219	173,950	164,878 69 90
Kansas ..	30.0	19.9	170,220	108,225	129,700 88 75
Kentucky..	31.0	27.6	119,939	91,250	92,543 90 79
Tennessee	27.0	24.9	95,877	80,400	80,767 87 83
Alabama..	17.5	10.2	68,543	55,488	49,107 88 85
Miss.	19.0	17.8	70,623	58,275	51,103 88 83
La.	20.0	19.3	48,090	38,600	35,131 86 82
Texas ..	23.5	20.0	175,968	124,800	120,286 85 80
Oklahoma..	29.5	19.1	127,440	50,000	75,412 93 67
Arkansas..	22.5	19.8	62,100	42,000	48,439 87 75
U. S.	28.3	26.6	3,099,509	2,672,804	2,708,334 77.2 85.1

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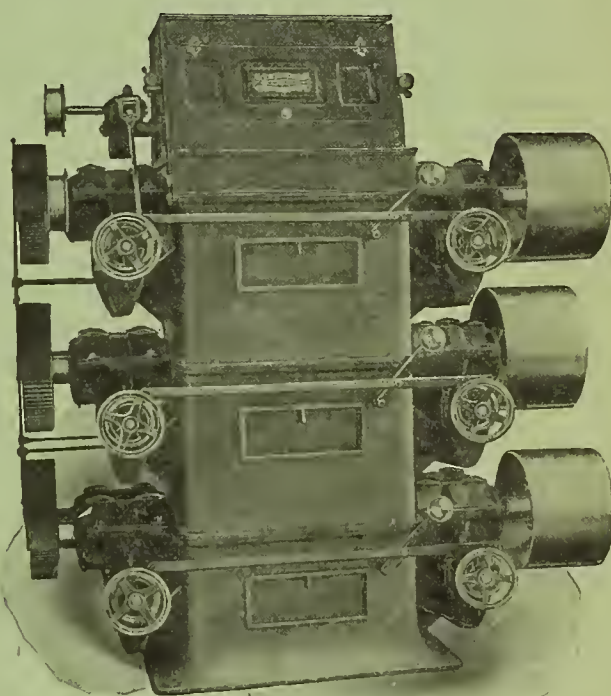
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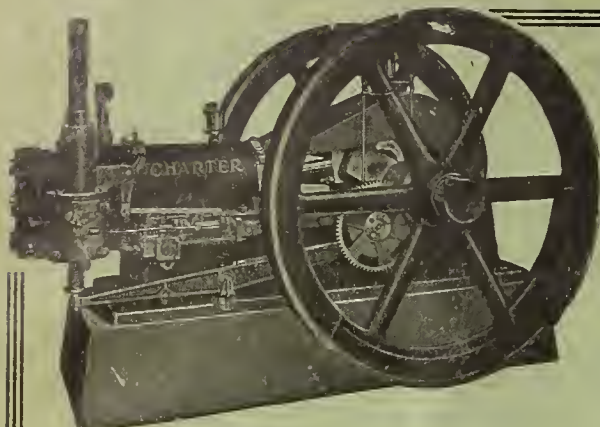
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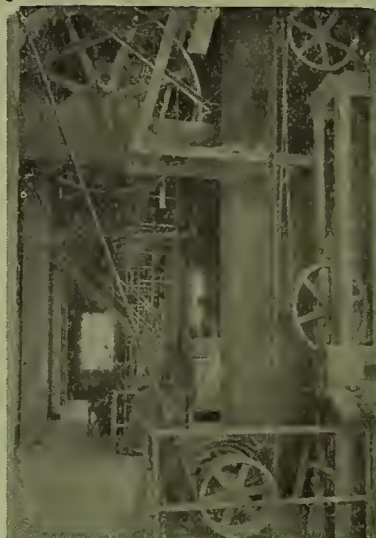
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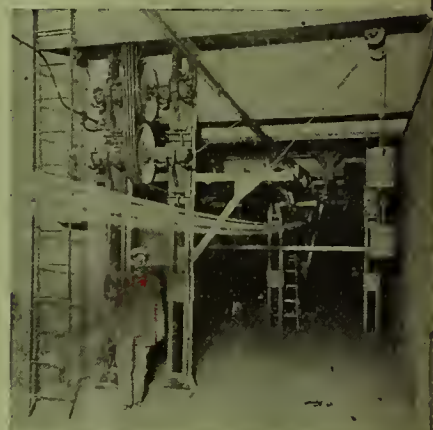
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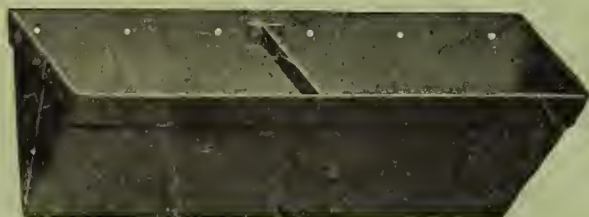


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